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Business Bulletins *from around the world*

ARGENTINA—20% surcharge on imports (imposed in April) cancelled as of September 1.

Former Wilson Co. meatpacking plant, sold to Argentine buyers in June, reopened in August under new name, Frigorifico Argentino.

AUSTRALIA—As part of Chrysler Corporation's (U.S.) recently announced 10-year $750 million expansion program, Chrysler Australia, Ltd., to embark on 5-year, $30.5 million expansion program to double vehicle production capacity and increase Chrysler employees in South Australia by 1,400 to more than 4,000. Over 90% of this investment to be in South Australia.

BURMA—Brigadier Aung Gyi, acting head of Government, declares: (1) private exporters will be free to handle all exports except rice and teak; (2) private trade will not necessarily end in March 1964 as previously announced, but "new arrangement" to be announced later; (3) Government will undertake heavy and medium enterprises, as these are beyond capacity of private sector, but private industry in other categories will not be nationalized for 5 or 10 years at least. These views expressed as personal opinions, but probably reflect current economic policy of new Government.

Trucks, vans, and pick-up vehicles to be manufactured locally under agreement concluded between Japanese firm and Government-sponsored Burma Economic Development Corporation.

COLOMBIA—Government decree details provisions covering Free Industrial and Commercial Zone of Barranquilla. It was estimated in May that first part of Zone will be inaugurated in November 1962.

ETHIOPIA—Columbian Steel Tank Co. of Kansas City, Mo., awarded contract by Ethiopian Grain Corporation for supply and construction of steel grain silo. Silo, to be near Addis Ababa, will have initial capacity of 4,000 metric tons by early 1963 and will be increased to 10,000 tons by end of that year. Grain Corporation envisages ultimate establishment of other grain silo facilities in market towns throughout country.

GERMANY — Richardson - Merrell Inc. building pharmaceutical plant in Rhein-Main district. Production to supply Common Market will include pharmaceutical specialties already being distributed in Federal Republic.

INDIA—Commercial banks now authorized to grant exporters 180 days credit instead of previous 90-day limit on loans.

Kothari & Sons, pioneering with 50,000-ton superphosphate plant at Ennore, Madras State, holds license to build ammonium phosphate plant at Tuticorin, Madras (capacity 33,000 tons nitrogen), and negotiating for American technical and finanical collaboration.

Marubeni-Iida Company Limited of Japan and Sahu Jain Industries of India to collaborate in new company, Plastic Resins and Chemicals, Ltd., at Sahupuram, Madras State, to produce 12,000 tons polyvinyl chloride and 30,000 tons calcium carbide per year.

Government extends to merchant-exporters same preferences given manufacturer-exporters in granting import licenses for raw materials, components, and machinery, provided goods to be resold to plant making same type of goods exported by merchant-exporter.

ITALY — American Photocopy Equipment Co., Evanston, Ill., acquires Dupleco S.p.A., Milan, well-known Italian firm manufacturing microfilm equipment, according to local press.

JAPAN—In first half 1962 imports from Cuba amounted to $15.1 million, mostly sugar, while exports totaled $5.8 million, mainly steel plates and sheets ($2.4 million), textiles ($0.7 million), telecommunications equipment ($0.6 million), steel pipe ($0.5 million), beans ($0.4 million), and metal products ($0.4 million).

NEPAL—Swiss aid to Nepal, so far totaling $170,000, to be continued. Seventeen Swiss technicians now in Nepal on machine shop, dairy, livestock improvement, small-bridge building, and hydroelectric projects.

USSR exports 1,000 tons sugar and Communist China 500 sewing machines to Nepal as part of aid programs. Proceeds from sale in Nepal to finance local Communist aid.

PAKISTAN — Industrial Development Bank of Pakistan and Japan Machinery Exporters' Association sign agreement involving $13 million line of credit which Pakistan will utilize to purchase 200,000 spindles and 4,000 looms to be installed in 15 new sites.

PANAMA—Refined sugar production in 1961-62 crop year up 1% over 1960-61, although area of cane harvested rose more than 10% and tonnage of cane cut for refined sugar production rose more than 8%. 1961-62 sugar exports dropped to almost half of 1960-61 figure as result of June-December 1961 ban ordered to avert internal sugar shortage. Production and exports expected to increase in 1962-63.

PHILIPPINES — American Radiator and Standard Sanitary Corporation, with Filipino business groups, to establish 6-million-peso ($1,538,462) bathroom fixture plant in Pisag, Rizal, according to Philippine Association's *Weekly Economic Review*. Plant to begin production by mid-1963.

TUNISIA — Government prohibits imports of varnishes, paints, water and oil pigments, turpentine, synthetic paints and lacquers and other related products, according to announcement in June 22 *Official Journal*.

UNITED KINGDOM—Imperial Chemical Industries (ICI), giant producer of chemicals and related products, has engaged American management consultant firm, McKinsey & Co., to conduct major survey of operations. U.S. consulting firms have been increasingly successful in obtaining clients in Britain.

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About the Cover

Steel pipe, formerly purchased in the U.S., but now coming almost entirely from Europe, is stored on the Libyan desert by U.S. firms developing oil fields there. This "desert warehouse" picture graphically illustrates a market opportunity that may be lost entirely unless shipping problems are solved.

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HIGH SHIPPING COSTS

American firms face stiff competition in sale of oil field supplies in Libya

$14.2 million worth of pipes purchased but only $1.1 million went to U.S. firms; Germany, Japan, and U.K. underselling American firms. See chance for comeback

By STEPHEN DUNCAN-PETERS
Office of Regional Economics

A special report, published in the September 10th issue of INTERNATIONAL COMMERCE *covered the effect the oil boom is having on the export and import market, in Libya. The following article, prepared on the basis of reports from the American Embassy in Libya, deals with the sale of oil field supplies in Libya and American manufacturers.*

Prior to 1960, American companies engaged in the Libyan petroleum industry purchased for the most part supplies and equipment manufactured in the United States. This picture radically changed when companies engaged in exploration found and developed fields of proven reserves, and began to lay pipelines to the coast—pipelines constructed for the most part of cheaper European or Japanese components.

Purchase of pipes by U.S. and European oil companies in Libya amounted to about $14.2 million in 1960 of which only $1.1 million originated in the U.S. Although no Libyan statistical data for pipe imports in 1961 and 1962 are as yet available there is ample reason to believe that the volume of these imports was considerably higher during the latter periods. Unfortunately, however, press reports indicate that the major purchases of pipe effected since 1960 were obtained from the German Federal Republic, Japan, and the United Kingdom.

Prospects Discouraging

Although the supply of oil country tubular goods (OCTG) and line pipe (20 to 36 inches in diameter) represents multi-million dollar prospects, there seems to be little chance that U.S. suppliers will be able to capture much of this trade from European and Japanese sources in view of the unfavorable U.S. price structure. The American Embassy in Libya reports that F.O.B. European prices run 10 to 15 percent cheaper than American F.O.B. prices while Japanese prices are as much as 30 percent below U.S. prices.

U.S. mills have not as yet found the means to compete for the OCTG and line pipe trade. With some 500 completed wells averaging 3,500 feet in depth and very clear in-

About the author

Born in New York, BS from Columbia University. Mr. Duncan-Peters is a Foreign Service officer with the State Department, serving a tour with the Department of Commerce where he is Chief of the North African and Horn section of the Office of Regional Economics. He served in Tripoli for 4 years prior to his Washington assignment.

DESERT WAREHOUSE: Aerial view of pipe stored in the desert by Oasis Oil Co. This joint venture of The Ohio Oil Co., Amerada Petroleum Corp., and Continental Oil Co. is typical of the more than 20 companies now engaged in oil exploration in the desert. Less than 1/14 of pipe comes from the U.S.

dications that the rate of drilling will be stepped up, the loss of this business seems appalling to some observers. As more exploration companies reach the export stage, an increasing number of pipelines will be constructed from European and Japanese line pipe unless the American mills are able to revise their price structure to conform with the world market. For example, the offer of a Japanese firm to supply the 20-inch line pipe for the 56-mile spur from the Raguba oil field to the main Zelten pipeline was accepted by Esso Libya. Prices for Japanese line pipe reportedly ran 15 to 20 percent lower than FOB Europe.

Turn to European suppliers

U.S. oil companies now producing and exporting oil from Libya would greatly prefer purchasing their supplies and equipment in the United States but their decisions are necessarily dictated by price factors and other related cost considerations. With European equipment and supplies cheaper than comparable American counterparts, the bulk of their orders go to European firms.

Shipping costs from the U.S. are considerably higher than from Europe. This factor becomes particularly significant when shipments are consigned to Libyan ports other than Tripoli. Although U.S. supplies shipping via Tripoli encounter for the most part no major delivery problems, the oil companies in Benghazi have encountered extraordinary problems due to trans-shipment, high demurrage fees, offloadings by lighters, etc. As a consequence freight and handling charges for Benghazi ex-Leghorn are as low as one-fifth of the cost of transportation from the U.S. The American Embassy suggests that shipping problems would be dispelled if the American Conferences could establish a regular service to Libya, calling upon Tripoli and Benghazi—and eventually on Marsa Brega and Ras Es Sidr.

Subsidiaries salvage sales

U.S. oil company representatives pointed out that some American manufacturers have managed to remain in the market through the establishment of subsidiaries in Europe. They produce products of the same specifications as those manufactured by their home plants at prices ranging from 10 to 48 percent below U.S. cost, e.g.: Goodyear Tire & Rubber Co., U.K.; U.S. Rubber Ltd., U.K.; Hewitt Robbins, U.K.; Hughes Tool, Italy; Reed Roller Bit, U.K.

Formerly all bits were imported from the U.S. Today only about 30 percent are now imported directly from the U.S., 35 percent are imported indirectly from the U.S. (partially fabricated in the U.S.) and about 35 percent directly from Europe. Large power stations from 7,000 KW on up are currently imported from Switzerland and 80 percent of drilling mud and additives is now being purchased from American subsidiaries in Europe. American construction and API cements have been priced out of the market by European suppliers, produced, however, under U.S license. Production equipment and steel vessels which were until very recently a U.S. monopoly are now jointly produced. For example, oil and gas separators and gathering equipment are now being manufactured in Europe by subsidiaries of U.S. companies, while all of the attendant controls and automatic equipment are manufactured by the parent company in the U.S. and installed under the supervision of U.S. engineers and technicians.

Some remain competitive

Fortunately a substantial number of American products still remain competitive in the Libyan market. In some instances, where dependability and superior performance is essential, demand for specific U.S. products (e.g. drilling tools, communications equipment, electronic equipment and other scientific instruments) has not been affected by foreign competition. In other cases the tested quality of the U.S. product, supplemented by effective representation on the spot through technically qualified local agents, assures a steady and often expanding volume of sales despite intensive competition from European manufacturers (e.g. Caterpillar tractors, Cummins engines, Kenworth trucks, air-conditioning units, and power wagons).

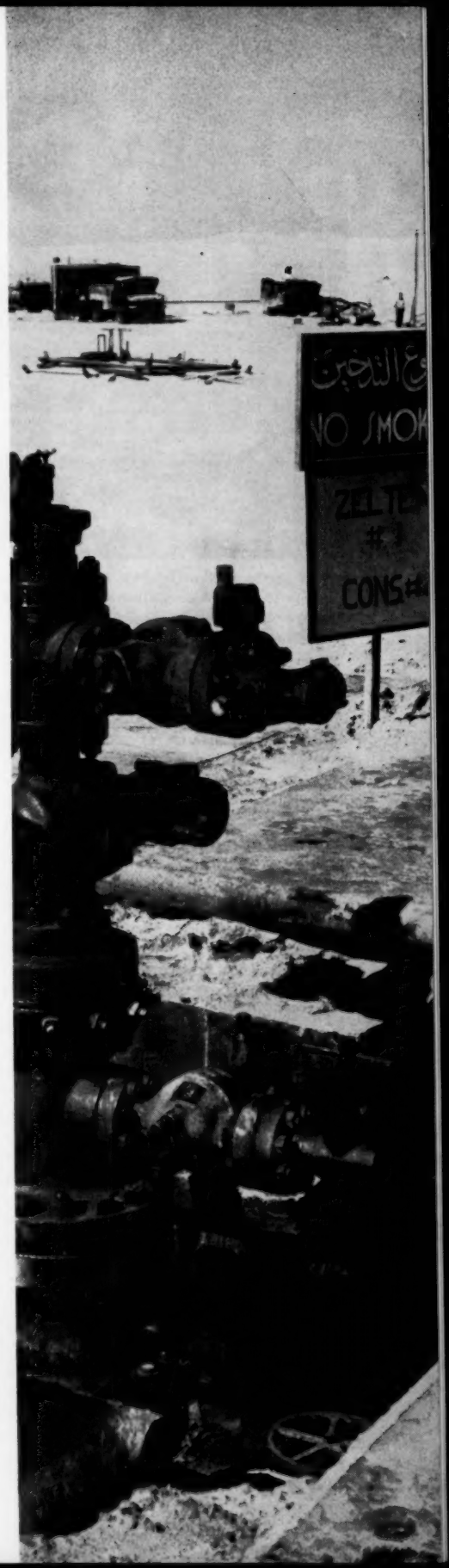
The American drilling companies, contractors to the exploration companies, continue to purchase all rigs and the bulk of other equipment and supplies from the U.S. They find that American drilling equipment is as cheap as European, more sophisticated, and more attractive to the American drillers who are accustomed to American rigs.

Keys to success

There is no mystery to success in the Libyan market. It is no coincidence that the most successful penetration was achieved by those firms which had the foresight to secure efficient representation and the courage to back their confidence in their own product by insuring its availability on the market by providing stocks on hand in anticipation of demand.

Many U.S. oil company representatives in Libya stressed that there are very few commercial agencies in that country which are willing to put up enough money to maintain stocks adequate for the oil companies' needs. Insofar as this stocking is being done, the business has been mostly in British hands as only these firms maintain stocks in chain and cable, tools, and equipment. The oil company representatives emphasized that if American suppliers were to acquire more of the relatively extensive Libyan trade in spare parts and minor equipment the suppliers would have to promote and sell their products to the local agents.

It must also be noted, however, that the selling methods successfully utilized in marketing one type of product are not always



COMPLETED WELLS: More than 500 completed wells are located in the Libyan desert, averaging 3,500 feet in depth. Drilling is being stepped up.

TRIPOLI STREET SCENE: Libya has two capitals, and a third is under construction. Tripoli, situated on the north coast of Africa, on the Mediterranean Sea, was beautified by the Italians who built wide streets, gardens, public buildings and churches prior to 1942. Modern Tripoli produces carpets, cloth, soap, flour, and silver jewelry. It exports dates, salt, sponges, carpets and hides. Population—130,000.

applicable to the selling of an entirely different commodity. Some products particularly line pipe and OCTG goods do not necessarily require the utilization of intermediaries. Oil industry officials have pointed out that the European and Japanese steel mills deal directly with the petroleum companies. On the other hand, U.S. mills tend to abrogate their overseas selling to supply houses thus introducing a third party into the picture and increasing the cost of the U.S. product accordingly.

Presents unique opportunities

The present market for oilfield equipment and supplies in Libya warrants a very careful examination by U.S. manufacturers, exporters, and shippers. The market is large by any standard. The American oil companies now operating in that country are expected to spend an estimated $218 million on procurement during the current year. Furthermore these companies have established enviable reputations and dealings with them do not require time consuming analyses of credit ratings, the necessity of obtaining bank references, etc.

The Libyan market is almost unique in other respects also. It presents a very favorable environment for U.S. exporters as there are no major marketing handicaps, such as exchange difficulties, and inhibiting licensing procedures.

New electronic system speeds trade reports

Washington and Paris linked by ADX automatic exchange system to speed Europe, Africa & Asia message and data communication

The U.S. Diplomatic Communications Service has put in use a new electronic message and data communications system—first in the world of its kind—linking Washington and Paris with embassies and legations throughout Europe, Africa and Asia.

The new system is known as the ITT 7300 *ADX* Automatic Exchange System. It will become the nerve center for the State Department's European operations.

All of the State Department's record communications traffic between Washington, the Paris embassy, and most of the U.S. embassies throughout the European area, will be handled automatically by the System.

The Department of Commerce, and through it, the international trading community, will be major beneficiaries of this systems improvement. Included in this traffic are the reports of Commercial officers stationed in Europe. The new system will thus speed up the flow of information of value to U.S. exporters.

Engineered specifically for the Paris installation and State Department record communication requirements, the *ADX* System is adaptable to a wide variety of government and commercial on-line, real-time applications.

The system in the Paris embassy handles information fed to it in thousandths of a second by high-speed electronic computers and, simultaneously, by relatively slow 60-words-a-minute teleprinters. As it directs message traffic for the embassy, the *ADX* System also performs a traffic control function.

When an urgent message arrives at the center, the *ADX* System instantly sidetracks lower priority traffic and routes the more important communication immediately to its destination. The lower priority messages are stored temporarily in the magentic core or magnetic tape memory and are "retrieved" for continued transmission in a fraction of a second as the outgoing line becomes available. It also routes messages in terms of local time in various locations around the world.

The faster communication, flexibility and security which the *ADX* System provides the Paris embassy was achieved by combining advanced digital computer and telecommunications technologies into a fully automatic, electronic solid-state, stored program information switching and processing system. Capable of receiving, analyzing, processing, storing, re-routing and transmitting messages and data, the *ADX* System handles automatically this information in varying speeds, codes and formats to and from hundreds of points.

Texan heads C of C Foreign Commerce committee

Norman T. Ness, Vice President & Secretary, Anderson, Clayton & Company, Inc., Houston, Texas, has been appointed Chairman of the 1962-63 Foreign Commerce Committee of the Chamber of Commerce of the United States.

The Committee considers problems of international economic and commercial policy and the relationship of foreign trade and investment to the economy of the United States. It seeks to bring about enactment of constructive legislation in this field. It works for better public understanding of the importance of international economic matters to the American citizen.

Colorado to study methods to aid state's exports

Governor McNichols asks Denver professor to make export survey

By JOHN A. DUFFY

Foreign Trade Specialist
Denver Field Office

Under the dome of Colorado's State Capitol, data processing machines will soon begin to tabulate information to help Colorado industries sell abroad more effectively. Governor Stephen L. R. McNichols has asked the State's manufacturing and engineering firms to cooperate in a state-wide survey of Colorado's export potential.

A preliminary study, made two years ago, showed that export business contributes 200 million dollars annually to the State's economy. The 1960 estimate included not only farm products, minerals, and manufactured goods, but also engineering and technical services sold abroad. The information collected by the State Government in 1960 became the basis of Colorado's first export directory, which was published with the cooperation of the Denver Chamber and the World Trade Club of Denver, and distributed to all parts of the free world.

The success of the first export survey prompted the Colorado Regional Export Expansion Council to ask Governor McNichols to initiate a more detailed, more definitive study this year. The new survey will produce two documents: 1) a revised and expanded Colorado Export Directory, and 2) a detailed report on the volume, composition, and direction of the State's export trade, along with an analysis of the basic problems confronting Colorado exporters. The report will also present recommendations for action by industry associations and government agencies to facilitate Colorado's foreign trade.

Professor Joe R. Wilkinson of the University of Denver, who has been retained by Governor McNichols as research coordinator, expects that the project will be completed in January, 1963. Members of the Colorado Regional Export Expansion Council will contribute their knowledge and experience and will also enlist the support of other business groups throughout the state.

Output of U.S. firms abroad reached $25.5 billion in 1961

U.S. controlled firms in Europe show 70% output rise in 5 years; chemical sales are expanding most rapidly; transport goods off

The production of goods by U.S.-controlled manufacturing firms in foreign countries reached $25.5 billion in 1961, a $2 billion rise over 1960, according to the latest annual survey by the Department of Commerce's Office of Business Economics. Foreign production by U.S. manufacturing firms has increased 40% since 1957, when these figures were first collected by the Department.

Based on the rapid expansion of productive facilities and rising demand, the output of manufactured goods by U.S. companies in Europe reached $10.7 billion in 1961, 70% above the 1957 total. Large gains were reported in production of chemicals, food and machinery, but sales of the automobile companies slowed.

Strong sales performance

In Latin America, strong sales performance showed up in chemicals, primary and fabricated metals, and electrical machinery, raising U.S. companies' production in the area by 20% over the prior year's amount. Argentina-based firms scored the largest relative increase, 30%.

Sales in Canada remained stable at $8.9 billion, as decreases in the transportation industry, machinery and rubber products were offset by gains in other commodity groups, particularly chemical products.

In the rest of the world sales were moderately improved, despite reductions in the automotive industry.

Next to Canada, the individual countries in which output by U.S.-owned manufacturing facilities rank high are the United Kingdom with $5.1 billion in 1961; Germany, $2.3 billion; France $1.2 billion; Australia, $1.0 billion; Brazil and Argentina, $0.9 billion each.

The steepest increases in 1961 were noted for Italy, where production rose by 36% to $475 million, and Japan, where there was a rise of 31% to $380 million.

Chemical Growth

The Office of Business Economics reports that more than one-third of the 1961 expansion of manufacturing sales abroad was accounted for by increased output of chemicals and related products. Sales in this industry grew by a fifth, with substantial increases in all areas. In comparison, the transportation equipment industry, which had led all manufacturing groups with a rise of over $1 billion in 1960 in sales, experienced a decline of $170 million in 1961.

Among other commodity groups, sales of food products, primary and fabricated metals, and machinery all rose about 10%, while sales of paper and related products, and rubber products lagged.

For a number of important manufactured commodities, foreign production by American companies has grown much more rapidly in the 1957-61 period than exports of these products from the U.S. The Office of Business Economics notes that for a group of such commodities comprising 70% of foreign output in 1961, foreign production increased by 40% in the 5-year period while our exports advanced by less than 10%.

Variations exist

Considerable variations exist between areas and industry groups. In Canada, production by U.S.-owned enterprises advanced moderately for the whole period despite a small drop in 1961, while exports of these items from the U.S. declined. On the other hand, with buoyant demand in Europe, production and exports from U.S. plants have both risen by about 70% since 1957 for these commodity groups, and by about 12% in 1961 alone. For both Canada and Europe, the absolute size of U.S. production abroad for these industries is much greater than exports from the U.S.

Production by U.S. companies in Latin America has made considerable gains since 1957, increasing by $1 billion to $2.4 billion, while exports of these manufactured items from the U.S. have declined from the relatively high 1957 amounts. Local production abroad of chemicals, electrical machinery and transportation equipment now exceeds U.S. exports.

In the "other" countries group which includes Australia, Japan, and other countries of the Middle East, Far East, and Africa, foreign production and U.S. exports have both advanced by 25% since 1957.

POWER FOR EAST AFRICA: Dam and power plant at Jinja are part of nearly 9-year-old Owen Falls hydroelectric scheme, harnessing headwaters of Nile to generate power not only for Uganda's own needs but also for industry in neighboring countries. Supply line to Nairobi opened in January 1958.

Independent Uganda on threshold of vibrant economic development

Bright prospects beckon U.S. exporters to country with prosperous agriculture and rising standard of living

By WILLIAM J. BUSHWALLER

Foreign Service Officer on detail to the Africa Division, Bureau of International Programs

Excellent opportunities for American businessmen to develop fruitful trade and investment relations are offered by Uganda, due to become Africa's newest independent nation on October 9.

The first Prime Minister will be Mr. A. Milton Obote, leader of a coalition Government formed by his Uganda People's Congress and the supporters of the Kabaka (King) of Buganda, the principal kingdom in Uganda. Mr. Obote is an experienced leader and has firmly stated that his country will remain in the British Commonwealth.

Following Tanganyika (INTERNATIONAL COMMERCE, August 6, p. 48) into independence, Uganda—a British Protectorate for nearly three-quarters of a century—is expected to remain a member of the East African Common Services Organization, tied with Kenya and Tanganyika in a common economic customs union. Uganda, therefore, should be viewed as part of the larger East African market with a population of more than 22 million in all 3 countries, embracing an area about one-fifth the size of the United States.

Climate, resources

About as big as Oregon, Uganda is home to 6.8 million people (approximating the population of Kenya or Ghana) and is blessed with a mild climate, water resources, tourist attractions, fertile soil and a prosperous agricultural class. The country lies astride the Equator and is entirely landlocked.

Thanks to the altitude, temperatures in most parts range from 60 to 80° Fahrenheit the year round. The soil is rich, rainfall (about 50 inches) is fairly well distributed, and some of Africa's greatest lakes lie entirely or partly within Uganda's boundaries.

Power, cotton, coffee

The headwaters of the Nile at Owens Falls have been harnessed with a $64 million 120,000 kw hydroelectric plant to meet the country's needs and permit sizable amounts of electric power to be exported to neighboring Kenya.

Eighty percent of Uganda's revenues comes from cotton and coffee, the 2 ma-

the author

is a Maryland native who graduated from Georgetown University after Army service in the Second World War. Since joining the Department of State in 1946, he has served in foreign service posts in Africa, Australia and Latin America.

jor exports of her very productive agricultural economy. In fact, Uganda has been the British Commonwealth's largest coffee producer and its fourth largest cotton producer. Uganda exports about 50% more than she imports.

The pivotal importance of cotton and coffee, however, constitutes a weakness in the economic structure and the Government, through the Uganda Development Corporation, is attempting to encourage diversification of economic activities in both industrial and agricultural processing. Government policies on private foreign investment are quite favorable and forward-looking.

Good prospects for U.S.

Average earnings in Uganda in the fields of agriculture, forestry, mining, manufacturing, electric power, construction, transportation, and other services in the private sector of the economy are relatively high. Uganda's rising standard of living and rapid economic growth enhance prospects for increasing U.S. exports to this new country. Economic development in all of East Africa has been rapidly gaining momentum, but Uganda's economic and social progress, particularly in the last 10 years, has been substantial.

The Uganda Development Corporation has been responsible for the establishment of a wide variety of new industries to utilize the abundant electricity. This Corporation, established in 1952 with issued capital of £5.5 million ($15.4 million) in ordinary shares held by the Government, has financed, or joined with foreign interests in financing and developing, numerous producing companies in the fields of mining, agriculture, building materials, hotels, food products, textiles and metalware.

The Corporation encourages the establishment of any industry found viable and is prepared to provide essential capital. With a private firm, the Corporation is now establishing a steel rolling mill at Jinja, and numerous other proposals are being considered. Officials have expressed an interest in attracting private U.S. capital to Uganda to establish plants or enter licensing arrangements for the production of pharmaceuticals, men's and women's clothing, cotton bandages and sanitary products.

The World Bank Mission to Uganda last year recommended a £52 million ($145.6 million) development program to expand Uganda's cotton crop, diversify its agricultural products and develop its cattle industry, among other goals. The Government has made proposals for implementation of the Mission's recommendations, but the program will depend to a large extent upon Uganda's ability to obtain grants or loans from the United States, Great Britain, West Germany, the World Bank and the International Development Association.

In view of this record of economic progress, and given an initial era of political stability with an emerging strong government, Uganda's future appears promising.

INGENIOUS: Arch ring unit being hoisted into position by gantry on completed abutments of West Uganda railroad line in engineering stratagem used in building a vital artery. (World Bank photo)

Midwest's biggest Scandinavian fair opens in Chicago

Features home furnishings, fashion accessories, government exhibits

Chicago, with the world's largest Scandinavian community outside of Scandinavia itself, is the host city for a 3-week (September 24-October 13) "Spotlight on Scandinavia" fair launched last week. Carson Pirie Scott & Co. is sponsor of the event, described as the Midwest's biggest Scandinavian import fair.

Highlights include a 6,000-square-foot home furnishings exhibit and 6 special "shops" set up to display Scandinavian fashion accessories, men's wear, women's ready-to-wear and children's wear. Exhibits sent by the governments of Denmark, Finland, Norway and Sweden each occupy 2,000 square feet in the State Street store. Also featured are 4 distinctive room settings by a leading designer from each Scandinavian country —Lia Gottfarb for Sweden, Hans Olsen for Denmark, Thorbjörn Afdal for Norway, and Eric Johann for Finland.

Starting with Swedish Day on September 25, the fair goes on to celebrate Danish Day (October 1), Finnish Day (October 4), and Norwegian Day (October 9). Scores of leading Scandinavian manufacturers arrived September 25 on an SAS charter flight, and their crowded fair schedule included participation in a Chicago Association of Commerce and Industry panel discussion on Scandinavian-U.S. trade relations.

Celebrities

Among visiting notables are Norway's Trygve Lie, former United Nations Secretary General and now Governor of Oslo and Akershus; Urban Hansen, Lord Mayor of Copenhagen; Countess Ebba von Eckermann, Swedish fashion designer; and Erik Hesselberg, navigator of the famed *Kon-Tiki*.

MASSACHUSETTS "E" WINNER: President A. F. Lane of the Mystic Terminal Co., left, is congratulated by Senator Leverett Saltonstall, right, as Secretary Hodges holds new "E" winner's citation.

'E' winners named in New York, Massachusetts, Pennsylvania

Secretary Hodges commends new group of 16 organizations and companies for export programs; all exporters urged to increase 1962 overseas shipments by 10%

Secretary of Commerce Luther H. Hodges recently conferred President Kennedy's "E-for-Export" award on 16 additional U.S. organizations and manufacturing firms.

In separate ceremonies, Secretary Hodges presented "E" awards to 4 firms in Massachusetts, 8 companies or organizations in New York, and 4 in Pennsylvania.

A total of 110 export-minded American firms and organizations have now been named "E" winners.

The Massachusetts firms honored by Secretary Hodges in September 19 ceremonies in Washington, D.C. included:

• CROMPTON AND KNOWLES CORPORATION of Worcester, a manufacturer and exporter of textile machinery whose foreign sales increased by more than 300% between 1959 and 1961. Where sales were difficult, the company entered into many licensing agreements overseas and now ships U.S.-produced component parts to these licensees.

• MYSTIC TERMINAL COMPANY of Charlestown which organized a panel of experts that traveled to key industrial centers of New England to speak on the importance of export expansion.

• NORTON COMPANY of Worcester whose exports of abrasives, refractories and grinding machines have doubled in the last 10 years.

• UNITED SHOE MACHINERY CORPORATION of Boston whose sales program now reaches into 39 countries and whose export sales volume has increased steadily and substantially in the last 4 years.

In New York City on September 20th, Secretary Hodges presented "E" awards to 8 export-minded New York firms and organizations and also spoke to the organizational meeting of the New York Regional Export Expansion Council.

Increase exports

He told the audience that the National Export Expansion Council, which has been working with the Commerce Department to boost U.S. exports $2 billion, has asked all American firms now exporting to establish a quota based on a 10% increase over 1962 as their share of this goal for 1963.

8 New York "E" awards

The latest New York organizations to receive "E" awards include:

• AMCEL COMPANY AND PAN AMCEL COMPANY, New York City, which increased their export sales of yarns, fibers, chemicals, polymers, and plastics from $12 million in 1960 to $15 million in 1961.

• THE BOURBON INSTITUTE of New York City launched a public relations and advertising campaign to build foreign markets for bourbon whiskey. By 1960, bourbon exports to Britain, France and Italy—the major European markets—gained 50%. In addition, import quotas on bourbon were either lowered or removed entirely.

• DETECTO SCALES, INC. of Brooklyn increased its exports by 350% over a 10-year span. In Latin America, the firm succeeded in selling entire airports on the use of its luggage scale against both keen foreign and domestic competition.

• JOHNSTON EXPORT PUBLISHING COMPANY of New York circulates a group of international trade publications to 140,000 firms and 150 markets outside the U.S. and Canada. In the past 6 years, members of the firm have made 32 trade trips to 81 countries to develop trade information for distribution throughout the U.S.

• NEW ROCHELLE THERMATOOL CORPORATION of New Rochelle, N.Y., raised its foreign sales of high-frequency heating devices from 44% of its total sales volume in 1958 to 68% in 1961. Against stiff price competition, the firm introduced its equipment to the Japanese market. In addition, company processes have been licensed in 19 foreign countries.

• OLD TOWN CORPORATION of Brooklyn in the face of declining export sales of carbon paper, typewriter ribbons, duplicating machines and office supplies negotiated licensing agreements for the manufacture and sale of its products in the Philippines and Colombia. As a result, sales of raw materials to the firm's licensees have increased.

• SEAWAY CARGO HANDLERS, INC., of Buffalo exported over 35,000 tons of scrap steel in 1961—its first year of export operation—and plans to double its export tonnage in 1962.

• THOMAS ASHWELL & COMPANY, INC. of New York originated a program to help export-minded manufacturers

establish contact with combination export-management firms. The firm regularly publishes export opportunities and its overseas correspondents provide periodic reports on market developments.

Pennsylvania firms added

At an evening meeting of the Foreign Traders Association in Philadelphia on September 20th, Secretary Hodges presented export "E" pennants and citations to 4 Pennsylvania business organizations.

- THE FOREIGN TRADERS ASSOCIATION OF PHILADELPHIA, a nonprofit world trade organization received one of the "E" awards. The Association has vigorously supported and stimulated export expansion throughout the Philadelphia area. One notable example of this has been a "pilot" course for small businessmen. The course, developed in collaboration with the Philadelphia Field Office of the Department of Commerce and the Small Business Administration, set a pattern for similar programs across the U.S.
- GENERAL BATTERY AND CERAMIC CORP. of Reading, Pa., formerly made large sales to the Cuban market. By developing new world markets for its batteries, spark plugs and other products, company sales gained appreciably, increasing 59% in 1961. Overseas sales have expanded even in areas where prices of competitive equipment are 10% to 25% lower. Battery assembly lines established in El Salvador and Honduras also add substantially to the firm's business.
- SHARPLES CORPORATION substantially increased exports of centrifugal machinery from its Philadelphia plant despite the manufacture and sale of its products by subsidiary and associate firms in Western Europe, the Far East and Latin America. Through a new overseas sales and service company, Sharples increased its sales volume in highly competitive trading areas and improved its service to export customers.
- F. J. STOKES CORPORATION of Philadelphia has gained new export sales for its pharmaceutical, powder metallurgy, food-freezing and other industrial machinery on a year-to-year basis. New products have been successfully introduced and new markets developed in competitive, world-trade areas. Engineers and technical personnel, traveling abroad to assist Stokes sales representatives and customers, contribute to the success of the firm's export promotion drive.

Changing to meters is billion dollar project

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Elizabeth, New Jersey—The lanes of international commerce frequently are splashed with hardship, sometimes monumental but more often simply just pestering, wearisome and irritating.

One of the latter kind is the difference between the metric system of measurements and that used in this country.

We came to this comfortable residential and industrial community, the first capitol of New Jersey, to make inquiry of one of the country's leading authorities, Dave Goldman, President of Evans Rule Company, who turns out steel tapes and wooden sticks by the zillion, printing rulers for either system, and sometimes both. His favorite subject is the metric system.

"Only England, along with the Dominions and ourselves still insist on inches, feet and miles," he said. "Even India is currently changing over."

"South Americans have to use both, which is even worse."

"Maybe there is a trend in this country, though, to get away from what we have. We use the metric system in medical measurements. Some sports events are run off in metric distances. Our currency, of course, is metric."

It was about twelve-thirty and his secretary brought us some hot dogs and sauerkraut which she laid on the edges of the desk about which we were sitting.

"I always eat lunch like this," he said. He also has hot dogs and sauerkraut every day at noontime, apparently with the same single minded determination with which he is attempting to organize the Committee To Bring The Metric System To America.

We asked Mr. Goldman what he thought it would cost to change every drawing, blue print and map in the entire country.

"Anywhere from one billion to three billion dollars," he replied. "Maybe this will be the WPA project for the next depression."

"Do you want to know how it all started?" he asked. "Years ago every new king of England had his foot measured. Whatever length it was it became the foot. Everytime there was a new king there was a new foot measurement, depending on the brogans that filled his stampers."

We asked how this affected exports.

"Well, psychologically, the reason a good number of manufacturers don't try to export is because they get confused with the measurements."

"Measurement-wise we are speaking a different language from the rest of the world. Everything leaving here to go anywhere has to be re-figured. There's a lot of time and money."

Mr. Goldman's business has been rushing ahead at full gallop in the fourteen years Evans has been producing measuring tapes.

"We move ahead a foot at a time," he grinned, "and honestly I don't think we could do any better even if we counted in meters."

"But it would be easier."

Busy Belgium buying more U.S. goods; attracting private investors' interest

Industrial activity gains over 12% in the past year; labor shortage may lead to inflationary wage demands; employers unhappy over increased social security tax

U.S. firms are enjoying an expanded share in the benefits generated by Belgium's busy economy.

Belgian imports and exports were up substantially over the second quarter of 1961, and the U.S. share of the Belgian market increased markedly to nearly 11%. American firms' interest in Belgian investments continued strong, but the number of major new establishments leveled off.

Imports outgained exports, rising by 12.7% to $1.11 billion (55.6 billion francs) while the latter rose 7.8% to $1.08 billion (54.4 million francs).

U.S. sales

Despite continuation of BLEU's tendency to trade increasingly with its Common Market partners, U.S. products encountered exceptionally strong demand. BLEU imports from this country climbed far more sharply than total BLEU imports, jumping to $121 million, for a gain of nearly 30% above second quarter 1961. Consequently, the U.S. share of total BLEU imports rose to 10.8% from 8.9% in the corresponding period of last year.

For the entire first half of the year, BLEU imports aggregated $2,223 million, an increase of 5% from 1961 levels. Imports from the U.S. climbed nearly 20% to $229 million. The U.S. share of the BLEU market rose to 10.3% from 9.04% in January-June 1961.

A breakdown by major import commodity groups for the first 4 months of 1962 shows gains by all components, except chemicals, over the corresponding period of 1961.

The major groups are: vegetable products $25.4 million, up 27% over 1961; food products $6.8 million, up 14%; mineral products $8.3 million, up 18%; chemicals including fertilizers and pharmaceuticals, $10.6 million, down 1%; base metals and their manufactures $4.7 million, up 26%; machinery and electrical apparatus $35.3 million, up 62%; and aircraft and automobile products $22.5 million, up 48%.

Interest of American firms continued heavy regarding investment in Belgium, either toward establishing new subsidiaries or forming joint ventures. According to Government sources, the number of U.S. firms seeking to invest in Belgium has leveled off in recent months, but there has been no noticeable decline as yet.

The fact that there are still some plant sites available and that the labor situation, though tight in some areas, has not yet reached the critical level of some other Common Market countries, undoubtedly contributes to the relative attractiveness of Belgium as an investment location.

The Belgian Government still offers reduced interest rates and other incentives to foreign investors, but its efforts to attract new investment are becoming more selective.

Builders busy

The construction industry had a very good quarter. The main boom in construction was in the public sector, where contracts were running about 20% higher than a year ago. Residential building, though high, appeared to be falling off, owing to an increasing labor shortage and rising building costs.

Many Belgian carpet factories operated on a part-time basis with reduced staffs, anticipating a sharp drop in exports to the important U.S. market as a result of the June 17 increase in U.S. duties on wool carpets. However, the carpet manufacturers hope to find some relief in higher sales to France and the Federal Republic of Germany.

The window glass industry, which was also affected by an increase in U.S. tariffs, is benefitting from the boom in the Belgian construction industry.

Prices rise slightly

The wholesale price index remained unchanged from the first quarter, but was 1.4% above second quarter 1961. Retail prices rose 2% above the first 3 months of the year and 2.3% higher than the second quarter of 1961.

Consumer expenditures, which were relatively low during the previous 2 quarters, rose during the second quarter, and department store sales showed an increase of almost 8% above second quarter 1961.

With the demand significantly exceeding the number of workers applying for jobs, full employment is considered to have been reached in Belgium. At the end of June, there were only 36,644 wholly unemployed workers listed, less than half the number a year ago.

Industrial activity gained 3% over the previous quarter and 12½% over the comparable period of 1961. Steel production reached about 1.9 million metric tons in the second quarter, 3% less than for the comparable 1961 period, but slightly above the total registered in the first 3 months of 1962.

New minimum prices for exports to third countries were established by Euro-

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

pean Coal and Steel Community (ECSC) producers. For certain products, such as merchant bars and reinforcing rounds, the new schedule resulted in prices considerably lower than those previously in effect.

Coal production in the second quarter totaled 5.4 million metric tons, nearly 4% above the previous 3 months but more than 6% below second quarter 1961. The number of mine workers dropped by 10,000 from the same period a year ago.

Demand for coal increased significantly over the April-June period of 1961, reflecting an abnormally cool spring and the high level of industrial activity. Consequently, pithead stocks declined.

U.S. coal wanted

Belgian steel producers renewed their protest to the High Authority of the ECSC against restrictions on import of coal into Belgium. They are anxious to obtain larger quantities of foreign coal, particularly from the U.S. in view of the relatively high price of domestically mined coal.

Recent delays in implementing the mine closure program suggest that Belgium may have difficulty meeting its commitment to reduce coal production capacity by 9.5 million tons between 1959 and 1963. For 1962, mines with a capacity totalling only 400,000 tons will be closed, leaving a capacity of 2.1 million tons to be closed in 1963 if this commitment is to be fulfilled.

The High Authority challenged the powers of the Belgian Government's newly-created Coal Directorate to fix prices, control marketing and regulate production, holding them to be inconsistent with the provisions of the ECSC Treaty. A joint Belgian-ECSC working group was formed to reconcile, within 3 months, the statutes of the Directorate with those of the Treaty.

Metals active

In the metal products sector, activity remained high but the value of orders on the books in April, the latest data available, were below the level of a year ago. Employment in the industry is still increasing but less rapidly.

Nonferrous metals registered a decline, partly through difficulty of obtaining adequate zinc ore supplies. In the semi-finished products sector, production was 14% lower than in the second quarter of last year.

Activity in the chemical industry continued at a satisfactory level, although downward pressures on prices were increasing, evidently from growing international competition.

Cotton textiles were less active and yarn prices declined.

The tight labor market created some fear that wage inflation might arise from union demands for higher wages.

During the quarter a pay rise occurred through activation of a wage escalator clause, triggered by an increase in the retail price index. Wage earners and salaried employees in principal industries received an automatic increase of 2.5% in basic wages beginning June 1.

Civil servants received an increase on August 1, and social security benefits were also increased at the same rate.

Some employer discontent resulted from the Government's continued drive to increase the benefits and contribution rates to the various social security programs. The latest step was to raise the ceiling of earnings subject to the family allowance tax, an action wich increased employers' contributions.

The employers complained that these increases were contrary to the spirit of the Social Programming Agreement of 1960, under which unions promised not to press for further social security benefits before January 1, 1963. Because the Government, which was not a party to the agreement, proceeded unilaterally, employer spokesmen questioned whether the Social Agreement, once hailed as a labor-management milestone, was worth negotiating with labor since the Government can alter it whenever it desires.

Stock market prices dropped during the quarter, largely in response to the sharp decline in Wall Street and other markets, and partly because increased competition is expected to keep company profits lower than last year. The market decline, however, was not as severe as Wall Street's.

The National Bank lowered the discount rate to 3¾% in August, making the fifth consecutive ¼ percentage point reduction in 12 months. This downward trend was accompanied by a decline in rates throughout the interest spectrum, easing the problem of Treasury financing.

Higher fiscal receipts helped reduce Government borrowing, and the national debt rose by only $164 million during the first 7 months of the year, compared with some $240 million during the comparable 1961 period. However, the Finance Ministry does not consider this a satisfactory performance during a period of prosperity and is pressing for an overall tax reform measure.

BELGIAN LAUNDRY DAY: A small barge under full sail glides up the Charleroi-Seneffe Canal. Belgium's robust economy uses all available means of transport to handle her booming output. (World Bank Photo)

HANDMADE: A Southern Rhodesian workman puts the finishing touches on railroad couplings at a plant in Bulawayo. Continued political unrest is curbing economic growth in the Federation. (World Bank photo)

Political uncertainty slows Rhodesian growth; trade with U.S. holds steady

Construction industry stagnant; retail sales uneven; increased African purchasing power helps Northern sector; foreign investment in new capital formation continues to drop

During the first half of 1962 economic developments in the Federation of Rhodesia and Nyasaland were hampered by political uncertainty. Although new investment continued to shy away from the Federation, foreign exchange reserves and commercial bank balances continued to grow as exports remained high.

However, too small a percentage of liquid holdings was being converted into economic productive ventures.

Building remained stagnant during the second quarter. The monthly index of manufacturing dropped below the 100 mark for the first time in 3 years, due largely to a sharp drop in copper output caused by a 3-week strike of African mineworkers on the Copperbelt.

In secondary industry there was increasing concern that manufacturing output would have to be cut back as the rate of sales levelled off. A larger number of merchants complained about depressed business conditions in Southern Rhodesia; however, shop sales index figures were up in Nyasaland and Northern Rhodesia.

The problem of African advancement and higher wages on the Copperbelt boiled up in the African mineworkers' strike, which cost approximately $16.8 million (1 £ = $2.80) in lost production and wages.

The strike also caused a further decline in the value of mineral production in both Northern and Southern Rhodesia. The principal losses were in blister copper output, since electrolytic copper yield was up 3% at 273,000 tons, and its value rose 5% to nearly $119 million as compared with the same period of 1961.

Agricultural production remained firm with tobacco sales heading for a new high despite some complaints about lower prices for quality grade leaf.

Overall, there was little change from the pattern of the first quarter. Despite anxiety on the political front in the 2 Rhodesias and at the Federal level, the economy continued to show signs of strength and an impatience to get on with the job of producing more minerals and agricultural products for export, while making greater inroads into the virtually untapped African consumer goods market by the expansion of domestic manufacturing enterprise.

Reserves mount

Foreign exchange reserves increased sharply during the quarter advancing from $114 million at the beginning of April to $150 million at the end of June. By the end of the first half the reserve total was the highest in the past 3 years, 39% above the comparable 1961 figure, reflecting the continuing strength of the Federation's export position and the success of exchange controls in preventing capital outflow.

Despite some welcome inflow of new private investment capital, the rate of new capital formation from abroad continued to drop from the highwater marks of 1957 and 1958.

To encourage greater domestic use of larger deposit balances in commercial banks which were up more than 10% to $282 million from first quarter totals, the Central Bank reduced its discount rate from 5½% to 5% on May 26.

The commercial banks, building societies and the Post Office Savings Bank followed by reductions of up to ½% in interest rates.

At the end of the quarter the general feeling was that lower borrowing rates would not lead to a significant expansion of domestic investment.

Continuing political uncertainty was the dominant obstacle to increased borrowing. Moreover, the differential be-

tween Salisbury's discount rate (5%) and that of London (4½%) was not wide enough to attract large sums of needed new investment funds.

The average monthly favorable balance on visible trade for the first 6 months of 1962 was well over $14 million. At this rate the Federation's trade balance will top even the record $164.6 million of 1961. This figure has been mainly achieved through better export totals of about $47.6 million monthly (including about $1.4 to $1.7 million re-exports and a similar amount from gold sales). Export totals, however, may be affected by the recent cut-back in copper production. Imports have declined 6% from 1961 levels, totalling $205 million for the first half of 1962.

There were no dramatic changes in the Federation's trade pattern during the first half of 1962. Exports to, and imports from, the European Common Market area continued their steady upward trend, more especially in regard to the Federation's exports.

Imports from the U.S. have averaged $23.8 million annually over the last 6 years. This level has been maintained in 1962, with monthly imports averaging about $1.9 million. Exports, which slumped dramatically from $61.6 million in 1955 to $8.1 million in 1961, continue at an average monthly figure of just under $840,000 due to low U.S. demand for Federation copper.

Internal trade

The June shop sales indices (1959 = 100) showed the Federation at 102.4, with Southern Rhodesia at 97.8, Northern Rhodesia at 110.8 and Nyasaland at 113.6.

The Central Bank, compilers of the index, considers that in relation to the past 2 years the level of sales for the Federation so far this year has been uneven.

In Northern Rhodesia and Nyasaland, sales turnover has continued almost throughout at a higher level due primarily to the growing purchasing power of the African segment of the population. Total African consumer purchases have continued to rise as wage increases have more than compensated for the high level of unemployment.

In Southern Rhodesia turnover for the most part has been below the levels of 1960 and 1961. Southern Rhodesia's position is mainly due to the low sales level prevailing in the main urban centers. Building and construction, the electrical trade and the furniture-furnishing trades continue at low levels.

Total mineral production of $90 million in the second quarter of 1962 was down over 14% from the first quarter. Although blister copper increased slightly, electrolytic copper fell from 126,800 tons to 96,900 tons.

Production of Southern Rhodesia's gold, chrome and coal continued at a remarkably even level; as did asbestos and copper. Southern Rhodesian copper production may well top 1960's record of a little over $7 million.

Japanese aid

The Rhodesian Iron & Steel Company is negotiating a 10-year contract with the Kawasaki Steel Corporation of Japan which will involve a significant development program in the iron-rich area at Bukwe. It is estimated that the project will cost about $12.6 million, the major portion of which is to be provided from Japanese sources, involving use of Japanese equipment where possible.

In June the Southern Rhodesia Minister of the Treasury and Mines signed a guarantee on the Barclays Bank loan financing the machinery to treble the output of the Dodge Mine, a producer of high-grade barium, and to exploit its large deposits of limestone for local agriculture.

Production has started at Que Que's $2.8 million high carbon ferro-chrome smelter. The plant occupies a 60-acre site and belongs to Windsor Ferroalloys (Pvt.) Ltd. Initial output will be 12,000 tons of ferro-chrome annually.

After many months of negotiation, a group of European and South African financiers has agreed to back a $2.8 million development scheme at Pangani Asbestos Mine near Filabusi, Southern Rhodesia. It is claimed that when the mine is fully operational it will boost the country's asbestos exports by $6.3 million a year.

A new copper mine will open in Northern Rhodesia. The Rhodesian Selection Trust group announced in May that it will spend $21 million on developing the Chambishi Mine, situated about 20 miles from Mufulira, in almost the exact geographical center of the Copperbelt. Work on the Chambishi ore body will begin this year. It is expected to produce saleable output in the third year of operation, and by 1967, at the end of the initial 5-year development program, production should be running at 25,000 tons of copper a year.

Broken Hill's new $12.6 million Imperial smelting furnace plant was officially opened in April. The new smelter is a highly mechanised plant and is designed to double the output of lead and zinc at the Broken Hill Development Corporation mine.

The index of industrial production (1959 = 100) shows that the level of manufacturing groups as a whole is running at 104, compared with 106 in the comparable period of 1961.

In the second quarter of 1962, the index dropped below 100 for the first time in several years, but this was mainly due to the copper strike. At the same time certain changes are caused by a recent revision of the index.

The brewing and cigarette sectors of the economy are up, electrical equipment is down, iron and steel are good, and there is a slump in building and constructional goods. Clothing and textiles improved slightly during the quarter, and food items are now slightly increased.

Fertilizer plant

The Minister of Agriculture reported during the quarter that the Federal Government had submitted the whole question of establishing a local nitrogenous fertilizer plant to British specialists.

Crop forecasts indicate another good year, with overall production expected to be slightly above that of 1961. Record tobacco and corn crops are forecast for both Southern and Northern Rhodesia. There may, however, be localized food deficit areas in Nyasaland, some districts of Northern Rhodesia that were plagued with floods, and certain parts of Southern Rhodesia which have not completely recovered from the drought experienced at the beginning of the agricultural year. Livestock is in good condition generally, but the quality of veld grazing has been depreciating rapidly in both Southern and Northern Rhodesia.

July exports dip 13%; stay higher than 1961

The Bureau of the Census has announced that U.S. exports of $1,709 million worth of domestic and foreign merchandise, including Special Category commodities and unadjusted for seasonal variation, fell more than 13% below June's level of $1,970 million. Shipments abroad were still running 4.4% ahead of July 1961, however.

There were declines in sales to all trading areas of the world, with Western Europe ($88.7 million) and Canada ($74.2 million) leading the way.

Exports to Latin America and Asia fell short of July 1961 levels, but shipments to North America, Australia and Oceania, Africa and Europe were higher than a year ago.

MEXICAN ROADWAY: Workmen construct a bridge at a cloverleaf in the San Luis Potosi-Torreon Highway in North-Central Mexico. This modern road links 2 of North Mexico's larger cities. (World Bank Photo)

Private enterprise allotted key role in Mexican plans for economic development

Government may grant concessions to makers of 500 desired items; purchases from U.S. rise, while sales fall; trade with LAFTA nations grows; new tariff talks underway

Mexican Minister of Industry and Commerce Raul Salinas Lozano has told a group, including cabinet members, heads of government agencies, and industrialists, that the responsibility for the rhythm, intensity, and direction of manufacturing is theirs, and the attainment of satisfactory levels of employment, income, savings, and purchasing power to absorb manufactured products depends largely on their skill and initiative.

Mexico, he said, is an exceptionally favorable place for constructive work because of its political and social stability, almost unparalled in the troubled world of today. "We have no time to lose," he said. "We should raise the progress of the nation to the level demanded by our 36 million people, who have the right to healthy, free, and happy existences."

Referring to the Government's list of 500 products with manufacturing possibilities, the Minister stressed that President Mateos had issued a cordial call to private initiative to intensify its activities with respect to these products.

The Government intends that industries based on these products should be created by Mexicans for the benefit of Mexicans, he said, and concluded with the statement that "The door is open to the spirit of enterprise and constructive investment. We must realize that our development is urgent. Let us get on with it with all possible speed."

Edging forward

There was a slight upturn in business in July and, although activity showed no real spontaneity, it was slightly greater than in June, with more gains than losses. Urban department store sales increased slightly, the strongest retail lines being appliances and apparel; hardware and sporting goods held their own; and chain retail food store sales showed a small increase. Chemicals, cement, automobiles, and textiles did slightly better, while sales of house furnishings were weak, and iron and steel volume was off compared with June. Collections showed a small improvement in the latter part of July.

The cotton textile output was better in July following the resumption of sales to Indonesia. Dissatisfaction over the terms for Indonesian rubber bartered for Mexican textiles had halted this trade in June. Synthetic textile production also increased in July.

The list of 500 products with production possibilities, published by the Ministry of Industry and Commerce in late July, includes the following principal categories: Iron and steel; mechanical industries; electric generating machinery; chemical and petroleum machinery; automotive industry; electronic and telecommunications equipment; chemicals; pharmaceuticals; pulp and paper; animal and vegetable products; minerals; precision equipment; and catalysts.

Concessions

The publication notes that the Government may grant concessions for production of these items, including fiscal exemptions, facilities for exporting manufactured products, and for importing raw materials not produced in the country. Credits for production and distribution, and the incorporation of free zones into the national market may also be instituted.

The Government announced plans for a domestic typewriter industry, whereby 4 firms are authorized to assemble typewriters (Remington Rand, S.A. de C.V.; Olivetti Mexicana, S.A.; Olympia Mexicana, S.A.; and Meximex, S.A.) The firms were required to submit to the Government, within 30 days after July 27, 1962, a program for assembly and eventual manufacture.

Assembly must begin by January 1, 1963; and by mid-1965 the firms are expected to produce typewriters which are 90% Mexican in origin. The sales prices of machines assembled and/or made in Mexico must correspond to current prices of similar machines sold in Mexico.

The important Monterrey metallurgical firm, Metalurgica Mexicana de Penoles, S.A., announced plans for a plant in Coahuila to produce sodium sulphate. Scheduled for completion in July 1963, the plant will initially produce 6,000 metric tons a month. Sodium sulphate production in 1961 was 23,000 metric tons and imports were 13,000 tons, so the new plant's annual production of 72,000 tons will far exceed domestic requirements.

Business better

The impression in financial circles as of July 31 was that although business in the first half of 1962 was dull, it was better than in the same period of 1961. According to some predictions, if the second half of 1962 continues at first half levels, the GNP rate of growth in 1962 might increase to 4.5 or 5% (it was 3.5% in 1961).

Collections were better than in July 1961, although these were still not prompt. Borrowers were paying bank loans more nearly on time but new borrower interest had not yet appeared, primarily because of the continued high interest rates and a persistent attitude of caution.

Currency in circulation declined by 1% in July and was 9% below the beginning of 1962. However, at the end of July it was 5% above that of a year earlier.

In July, the wholesale price index of the Bank of Mexico increased ½% as the result of rises in fresh vegetable and fruit prices, and its index of Mexico City food costs rose 1.2%.

Trade and tourism

Mexican imports in June rose to $109.2 million, from $94.3 million in May and $97.4 million in June 1961. Imports from the U.S. also rose to $77.4 million in June, from $61.5 million in May and $66.1 million in June 1961.

Mexican exports (revalued) declined to $53,5 million in June, from $62.5 million in May, but exceeded June 1961 exports of $52.9 million. Exports to the U.S. (not revalued) declined to $31.7 million from $41 million in May and $36.3 million in June 1961.

The increased June imports were reportedly due to the relaxation of import license controls and larger purchases for the Mexican public sector. The export decline was due principally to sharp reductions in coffee and sugar shipments. Cotton and most other exports held up well.

A record tourism year is expected if the present volume holds up during the last half of 1962. In the first 6 months of 1962 there was a 19% increase over the first half of 1961, and reports for July and August are favorable. The June figure for tourist cards issued was up to 68,063 from 46,720 in May, and was 25% above June 1961.

Tariff talks

Preparations continued in July for the second series of tariff-reduction negotiations by Latin American Free Trade Association (LAFTA) countries in Mexico beginning August 27. The head of the Mexican Inter-secretarial Committee for LAFTA Affairs told the Mexican Importers and Exporters Association that Mexico has obtained concessions on 625 items and granted concessions on less than 300 products. The average tariff reduction was 27%, rather than the 8% minimum specified by the Treaty of Montevideo.

Mexico will reportedly request tariff reduction on 700 additional items and further concessions on 400 previously-reduced products.

The Mexican official pointed to a rise in Mexican exports to LAFTA countries from 43 million pesos in the first half of 1961 to 66 million pesos in the same period of 1962. Similarly, Mexican imports from LAFTA countries rose to 30 million pesos from 24 million pesos in the first half of 1961.

He discussed progress in the adoption of measures designed to expand LAFTA trade, such as promotional devices, maritime transport, industrial complementation agreements, improved financing, and increased contacts between producers in these countries.

Aeronaves de Mexico, government-

PACIFIC-BOUND: A diesel locomotive rolls across the Salsipuedes Bridge on the Mexican-Pacific Railway. Completion of the Chihuahua-Pacific line earlier this year added another link to Mexico's expanding transportation network, which is so vital to continued economic development. (World Bank photo)

owned airline, has converted to DC-8 jet aircraft on its daily non-stop service between Mexico City and New York.

The Government took over ownership and control of Guest Aerovias, a Mexican airline with international routes between Mexico City and Miami, Central America, and northern South America. The action was at the request of the Mexican financial group which acquired the airline from SAS 2 years ago and has been losing money ever since. Aeronaves de Mexico has assumed operational responsibility for Guest Aerovias and although separate corporate identities are presently maintained, it is expected that Guest Aerovias eventually will be absorbed by Aeronaves.

The Chihuahua-Pacific Railroad, inaugurated early this year, announced that the capacity of the twice-weekly passenger service between Ojinaga (opposite Presidio, Texas) and Los Mochis, Sinaloa, is insufficient to meet demand. Service will be expanded before the end of the year by the addition of 10 Fiat autocars.

Metalurgica Mexicana Penoles, a 49% U.S.-owned mining company, requested that its labor force at the Avalos, Zacatecas, Unit be reduced by 600, or, alternatively, that operations there cease. The Unit ordinarily employs 1,100 mine workers. Constantly increasing costs of operation and low prices for lead and zinc caused the request.

Further reserve by Mexican capitalists about mining investment has resulted from the fact that companies which have "Mexicanized" (those whose capital has become 51% or more Mexican) have not yet received the automatic 50% reduction in production and export taxes provided for in the law.

Zinc production

The Mexican Government has taken the first step in zinc refining by beginning the construction of a state-owned smelter at Saltillo, Coahuila, Zincamex, S.A., designed to produce 30,000 metric tons of zinc metal a year. It will also process by-products such as gold, silver and cadmium, and 60,000 tons of sulfuric acid.

After prolonged negotiations with the petroleum union, Petroleos Mexicanos, S.A. obtained consent to close the long obsolete Arbol Grande refinery.

Average rainfall in July increased water storage in irrigation dams to 43.9% of useable capacity, 5.1% above June, but still below the 57.8% at the end of July 1961.

Cattle exports to the U.S., estimated at 660,000 head for the September 1961-August 1962 export season, are 45% above the 1960-61 year and a new record.

The quota for the 1962-63 season was announced recently as 642,000 head.

Cotton exports in the July 1961-June 1962 season are estimated at 1,435,000 bales, 8% below the 1,552,000 bales exported in the 1960-61 season. Stocks on hand at the end of June were 164,000 bales and production in 1962-63 is estimated at 2,007,000 bales, making a total supply of 2,171,000 bales. If 510,000 bales are consumed domestically, exports in this season should be about 1,497,000 bales.

A record oat crop of about 79,000 metric tons is expected. Traders hope to export oats to some of the LAFTA member countries.

U.S. electronic exports jump

First 6-month shipments up 32% over corresponding '61 period

Exports of electronic products from the U.S. in the first 6 months of 1962 increased 32% over a year ago.

Shipments totaled $372.3 million, compared with $282.6 million in the first half of 1961, Business and Defense Services Administration finds in a compilation of Bureau of the Census figures.

Most of the rise was concentrated in special-category items for which there is only limited detail. Countries of destination are not shown.

Exports of radio-communication equipment increased from $45.5 million to $50.5 million. Exports of electronic-detection and navigation equipment went from $25.6 million to $79.1 million.

Exports of semiconductor devices, television receivers, recorders, electronic computers, and test equipment increased substantially while exports of electron tubes and broadcasting equipment fell.

Statistics showing types of exports in 1961 and January to June 1961 and 1962 are available from the Electronics Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

INDIA SMOKING MORE

India's cigarette output during 1961 totaled 41.1 billion pieces, up 11.1% from the 37 billion produced in 1960. Data for 1960 were recently revised from 38.4 billion pieces to 37 billion.

South Africa's push for domestic auto output hits snags

Lack of standardization hinders economic local parts production

The South African Government's policy of encouraging the use of local components in South African assembled vehicles has met some success in stimulating local industry, but has also produced problems.

The method used is to apply import controls in such a manner as to encourage local production of components. This is supplemented by tariff protection for locally made parts.

The problems arising out of the local content policy are of 2 general types: an inadequate industrial base to produce components to the required specifications; and inadequate output of each model to make component production an economic proposition.

Although some of the simpler components have been supplied economically for some time from South African sources, assemblers are having difficulty in finding suppliers capable of producing items that meet precise specifications and close tolerances.

In addition, the few suppliers of components able to meet specification requirements are confronted by 13 different companies engaged in assembling motor vehicles from 8 nations.

There are at least 56 different models of passenger automobiles as well as numerous commercial vehicles produced. As a result, no one assembler has a production run of any one model long enough to make production of its components a really attractive venture.

Among the more important components now being produced are wheels, brake drums, and radiators (produced by one assembler for its own models).

The Government's import control policy has thus far only affected some luxury models, where production has been cut back.

The outlook for the industry is for gradually increasing sales, as non-European incomes increase and as the economy returns to more normal consumption conditions. Government efforts to expand local content, however, will meet with only limited success without some standardization of models and specifications.

Payment balance deficit cut over 50% in 2nd quarter; gold drain also cut sharply

Canadian exchange crisis proves temporary boon, but stock market dip limits extent of improvement

The overall balance in U.S. foreign transactions, measured by changes in gold and convertible currency holdings of our monetary authorities and in liquid liabilities, was adverse by about $300 million during 2nd quarter 1962, according to the Commerce Department's Office of Business Economics.

On a seasonally adjusted basis, the total was $220 million; this represents a substantial improvement from the nearly $480 million unfavorable balance of the first quarter, and from the quarterly average of more than $600 million in 1961.

Holdings of gold and convertible currency by U.S. monetary authorities increased by over $200 million, but liquid liabilities to foreigners rose by more than $500 million.

Convertible currency holdings as well as liquid liabilities were raised by a currency exchange of $250 million with Canada at the end of June; this was part of a broad program to increase Canadian foreign exchange resources and strengthen the position of the Canadian dollar on international exchange markets.

Gold drain slows

Excluding the exchange of funds with Canada, gold and convertible currency holdings of our monetary authorities declined by about $50 million, and liquid liabilities increased by $250 million. The gold stock itself declined by $116 million, considerably less than the $304 million decline in first quarter 1962.

The major changes from the first quarter exerting a favorable effect on the balance of payments were (after adjustment for seasonal variations):

❶ a rise in merchandise exports (excluding military) of $275 million;

❷ an increase of $60 million in military sales;

❸ a decline in the net outflow of U.S. capital by about $350 million; and

❹ an increase of about $80 million in repayments on U.S. Government loans.

These changes, totalling $765 million, were partially offset by a rise in imports of goods and services of about $120 million (including over $100 million in merchandise imports); a $200 million decline in the inflow of foreign nonliquid capital; and an adverse shift of nearly $200 million in the balance on currently unrecorded transactions.

Major causes

The exchange crisis in Canada, and the precipitous drop in U.S. stock prices also affected the U.S. balance of payments. Major special transactions included unscheduled debt repayments of $76 million by foreign countries with about $60 million received from France and $16 million from Sweden.

Recorded transactions between the U.S. and Canada resulted in net U.S. receipts of $370 million in the second quarter, compared with $165 million in the preceding quarter. There was a slight excess of payments to Canada in the first half of 1961.

It seems likely that unrecorded transactions contributed to an improvement in our balance of payments with Canada during the first half of this year.

Including the latter, net receipts from Canada for the first half of 1962 may have ranged from $600-$700 million, with about $400-$450 million occuring in the second quarter. To the extent that the improvement in our balance of payments reflected the Canadian exchange crisis it may be considered a temporary factor.

In contrast to the favorable effects of Canadian developments during the second quarter, the decline in U.S. stock prices had an unfavorable impact on the balance of payments. In June, recorded transactions in U.S. corporate securities by foreign residents resulted in a net sale of $65 million in contrast to average purchases of about $30 million a month during the first 5 months of the year. This represents a shift of about $100 million for the month.

Goods and services

The improvement in the seasonally adjusted overall balance was largely due to changes in goods and services transactions. The seasonally adjusted balance for these items and remittances and pensions for the quarter was a plus $1¼ billion, nearly $300 million more than in the first quarter of the year, and among the highest recorded in recent years.

Merchandise exports rose from a seasonally adjusted annual rate of $20.2 billion in the first quarter to about $21.4 billion in the second. This improvement was due entirely to higher exports of goods financed with private capital; in fact, exports financed through Government grants or capital transactions fell slightly.

Merchandise imports continued their gradual upward movement reflecting the rise in domestic business activity.

Receipts and payments were up on international travel transactions, with payments probably rising somewhat faster than receipts. The reduction in the Canadian exchange rate and tighter limitations imposed by Canada on duty free imports by Canadian travelers may further accentuate this trend.

Investment income

Income received from private U.S. investments abroad reached a seasonally adjusted annual rate of over $3.6 billion in the second quarter, about 10% above the 1961 level. These receipts have been increasing over the years as the amounts invested abroad have risen, but in the second quarter several factors led to a substantial jump in direct investment income, particularly from Canada.

Outflows of private U.S. capital from the country were sharply reduced in second quarter 1962 to an annual rate of about $2.4 billion, the lowest since third quarter 1959. The reduction from the first quarter rate was $1.4 billion, at an annual rate, and accounts for a good part of the improvement in the overall balance.

While short-term foreign financing by banks has diminished, such institutions have stepped up the flow of longer-term credits.

Net purchases of foreign securities (excluding those issued by subsidiaries of U.S. companies) accounted for a capital outflow of about $315 million in

the second quarter, about $120 million more than the previous quarter. New issues of foreign securities in the U.S. at $320 million were the highest since 1958.

Capital expenditure

Capital outflows for direct investments abroad rose sharply to $450 million from an unusually small $200 million in the first. About half of the increase reflected the seasonal pattern of these flows, however, and for the first half of 1962 the overall rate of outflow appears to be somewhat under the 1961 rate. Investments in Europe continued to increase, but capital flows to Canada remained low.

U.S. companies have also reduced capital flows to Latin America sharply since the middle of 1961, but some countries, notably Argentina and Mexico, continue to attract sizeable capital inflows.

A full analysis of the U.S. balance of payments situation is contained in the September issue of the Survey of Current Business, which may be purchased from the Superintendent of Documents, GPO, Washington 25, D.C. for 30 cents. Annual subscriptions, which include weekly supplements, cost $4.

July imports on the rise; 13% ahead of 1961 levels

The Census Bureau has announced that U.S. imports for consumption nudged ahead from $1,320.6 million in June to $1,328.3 in July. The total was also 6% higher than the July 1961 total of $1,259 million.

The increase resulted from higher imports of semimanufactures, manufactured foodstuffs and crude foodstuffs, which were partially offset by decreased exports of crude materials and finished manufactures.

For the entire first half of the year, imports for consumption were running about 13% higher than 1961.

July's increased imports of semimanufactures centered chiefly in nickels and alloys, unset diamonds, and aluminum. Sugar accounted for most of the jump in manufactured foodstuffs, while heavier coffee purchases more than accounted for the rise in crude foodstuffs.

Ferroalloying ores, unmanufactured wool, and copper led the dip in crude material imports, although crude rubber advanced strongly.

Nigeria to found foreign telecommunications firm

The Nigerian Government has announced that it will incorporate a new telecommunications company, the Nigerian External Telecommunications Limited, on January 1. The new venture will be jointly owned by the Government (51%) and by Cable and Wireless Limited (49%), which now handles Nigeria's external communications business.

The new firm will take over the assets of Cable and Wireless Limited.

Aluminum trade of U.S. grows

Imports of crude aluminum up; exports in mixed rise

U.S. exports of crude aluminum and semifabricated shapes in Jan.-July ran ahead of the 7-month shipments in 1961, Business and Defense Services Administration, reports. Imports also were up.

July exports of crude aluminum at 25.4 million pounds represented a gain of about 24% over June and brought the 7-month total to 170.6 million pounds against 168.6 million in 1961. The principal customers were United Kingdom, 43 million pounds; India, 17.3; West Germany, 16.5; and Australia, 13.5.

Exports of semifabricated shapes were about one-third off from June at 8.7 million pounds, but the 7-month total was 64.4 million pounds against 33.6 million a year ago. The largest increases in shipments this year were in bars and rods to India and wire and cable to Thailand.

Exports of aluminum scrap in July dipped to 10.9 million pounds, down from 11.9 million in June. The 7-month total was 80.7 million, down from 103.2 million in 1961. Most of the scrap went to West Germany, Italy, Japan, and the United Kingdom.

July imports of crude aluminum were 77.7 million pounds, up from 65.9 million in June. The 7-month total was 349.3 million pounds against 193.5 million in 1961. In the first 7 months of 1962 Canada shipped in 238.3 million pounds; Norway, 55.6 million; and France, 50.8 million.

Imports of semifabricated aluminum shapes in July this year were 11.3 million pounds, down from 12.9 million in June, but the 7-month total was 83.9 million, up from 58.4 million in 1961.

Movie attendance drops in Japan

Impact of television noted; film exhibits remain high; box-office receipts steady

The most significant trend in the Japanese motion picture industry in the past 3 years has been the decline in theater attendance, Business and Defense Services Administration reports.

Theater attendance, which in 1958 totaled 1,127 million, declined in 1960 to 1,014 million, and then dropped sharply to 863 million in 1961. The decline is primarily attributable to the impact of television and, to some extent perhaps, to the development of competing attractions, sports and travel.

The number of films exhibited in Japan, however, has increased steadily in the past few years, going from 637 in 1957 to 764 in 1961. About 70% of the films are Japanese and 30% are foreign films.

Despite declining attendance, overall box-office receipts have remained at about the same level, as the result of an increase in the average admission prices. In the past 3 years, box-office receipts have been reported at about 72 billion yen per year or about $200,000,000.

Reflecting the diminished attendance, the number of theaters regularly exhibiting films declined to 7,036 in 1961, down from the peak of 7,244 reported for 1960. A total of 547 Japanese feature films were produced in 1960. Production dropped to 535 features in 1961 and is not expected to exceed 500 in 1962.

70-mm. film made

Japanese motion picture companies are expected to produce more big, epic-type productions in the future. The first 70-mm. film was produced in Japan during 1961.

A total of 229 foreign films were imported into Japan in 1961, of which 129, or 56% were U.S. productions, 33 Italian, 27 French, 18 British, with the balance coming from other countries.

The number of films imported has remained fairly constant in the past 3 years. The Japanese Government has announced an import policy for the year beginning April 1, 1962, under which a total of 231 foreign films may be imported, the same number as 1961.

Capital for housing projects sought by Peruvian promoters

$57.5 million needed for 2 large projects; Government guarantees available; imports from U.S. planned

Two projects calling for American investments totaling about $57.5 million have been reported by the U.S. Embassy in Lima, Peru.

According to the promoters, financing is the main problem confronting the sponsors. When this is solved, opportunities should arise for sales of building materials, household supplies and furniture.

Various guarantees can be obtained by an American investor and are not based solely upon agreements between the Governments of the U.S. and Peru, but are also specifically provided by Peruvian law, the promoters state.

Guarantees range from insurance against nonconvertibility of currency for foreign exchange purposes to favorable exchange arrangements for the repayment of obligations, as well as exemptions from payment of import duties on the entry of building materials.

Houses for 12,000 families

One $50-million project aims to provide housing for 12,000 families of government employees.

This group, an association, is a legal entity and a government guarantee operates to assure the repayment of obligations at the same rate of exchange prevailing on the date of the loan.

Building materials can be imported free of duty. Doors, windows, hardware, and plumbing fixtures, are on a list of approved commodities for this project and would be paid for by mortgage arrangements.

It is estimated that 30%-40% of the total loan would be spent on imports from the U.S. which should make this proposal attractive.

Shopping, civic center

Another group also proposes housing construction for employees of various government ministries and has arranged to buy building sites.

Plans for a shopping, civic and cultural center are included in this project which is estimated to cost $7.5 million.

The promoter also states that a recently enacted law provides government guarantees of repayment and compensation if exchange rates increase out of proportion to income increases.

This association may import building materials and household supplies free of duty.

It is anticipated that 30%-40% of the loan will be used for imports from the U.S. This plan for 1,300 homes is to be the first in a series of housing projects to be built in Peru.

Copies of the law, of corporate registrations, of property deeds and other data can be obtained on a loan basis; write to the Office of International Investment, Code 2-151-4 Department of Commerce, Washington 25, D.C.

Rubber product license sought in Venezuela

An importer, distributor and manufacturer of rubber products seeks a licensing arrangement to make sundry rubber products in Venezuela.

Correspondence in Spanish is invited.

Write to Entrada Principal de Altavista 21, Catia, Caracas, Venezuela. Cable address: SINOFINO, Caracas.

Diesel engine, hatch cover license offered in Sweden

One of Sweden's largest shipbuilders offers licenses for the manufacture of its diesel engines and hatch covers.

The main engines range in output from 1,850 to 25,200 b.hp., at 112 to 160 r.p.m. The firm's auxiliary engines have an output of 410 to 1,250 b.hp. at 450 to 514 r.p.m.

Pamphlets with complete descriptions of these products are available on a loan basis from the Office of International Investment, Code 1030, Department of Commerce, Washington 25, D.C.

New products, capital asked by Irish concern

A manufacturer of crown corks seeks capital to expand its production of corks and engage in additional lines. It estimates that about $100,000 would be required from U.S. investors and in exchange it would offer a share of the profits.

Additional products that the firm would like to manufacture are tin or plastic boxes and cans, metal and plastic lids, and screw caps. As technical assistance would be needed to produce these products, it will consider making them under license.

Additional information is available from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Inquiries may also be directed to Hugh Jordan & Co., Ltd., St. Marks Works, E. Lombard St., Westland Row, Dublin, Ireland.

S. African firm wants to make lawn mowers

Interested in several types of well-designed, large mowers

A South African manufacturing firm seeks to obtain a licensing agreement to produce large-size lawn mowers.

A feasibility study by this firm leads it to conclude that local manufacture can be economically successful if the product is competitive in design with the best obtainable.

The company believes this can be achieved if production is carried out under continuous guidance of a parent firm which itself produces similar articles in great quantities.

The items they want include motor and electric lawn mowers for municipal golf course and private uses. Sizes of the motor mowers should be from 18-36" wide for the reel type and greater than 24" for the rotary type.

Write to Mitchell Engineering (Pty.) Ltd., P.O. Box 10328, Johannesburg, Republic of South Africa.

Netherlands firms want to produce varied U.S. products under license

Pumps and boilers, pharmaceutical or electronic products, polishes and waxes, aniline colors, plastics and detergents, engines and turbines included in list of opportunities

Five manufacturing companies in the Netherlands are interested in making a wide variety of American products through licensing agreements. The details appear below.

❶ A leading Dutch manufacturer of marine and industrial equipment is interested in obtaining a license. It wants to manufacture diesel engines, pumps, steam turbines and engines, boilers and related products. The firm says that it has available factory space and trained personnel for additional equipment manufacturing.

Write Koninklijke Machinefabriek Begr. Stork & Co. n.v., Hengelo, Netherlands.

❷ A large producer of pharmaceuticals and medical chemicals seeks a license to manufacture similar American products.

It wishes to affiliate with a firm which has good research facilities and periodically markets new products. The firm is interested in only the newest and most advanced pharmaceuticals and chemicals.

Write to Mr. G. J. Sanders, Dr. Lamers and Dr. Indemans n.v., Parallelweg 151, 's-Hertogenbosch, The Netherlands.

❸ A manufacturer of surface-active agents and a wholesaler of other chemicals seeks a manufacturing arrangement with an American firm.

It is interested in a license to produce polishes and waxes based principally on synthetic resins, semifinished plastics, and synthetic detergents.

Write HACEHA (Holland Chemie Haarlem) N.V., Houtvaart 6, Haarlem, Netherlands.

❹ A manufacturer wants a licensing arrangement to produce aniline colors. It is one of the largest suppliers of aniline colors and dyestuff intermediates to the textile industry in Western Europe.

Write Franken Donders United Aniline Works, N.V., 28 Spoorlaan, Tilburg, The Netherlands.

❺ A manufacturer of electrical instruments seeks a license to produce small electronic items. Some of its present products include resistors, transistors, relay units, frequency equipment, rectifiers, cycle timers, and transmitters.

Write Veramin-Holland N.V., P.O. Box 1015, Rotterdam, The Netherlands.

Combination window license offered by Swedish concern

A Swedish firm offers a license for the U.S. manufacture of a special combination window especially suited for cold climates.

The window, a double-glazed unit, can be projected out and also opened into the room.

The entire window can be cleaned from the inside; it allows for ventilation without disturbing objects on the window sill, curtains or venetian blinds; and it has an attractive appearance.

The window is made in both standard and special sizes up to a maximum width of 79 inches.

Additional information is available from the Office of International Investment, Code 1031, Department of Commerce, Washington 25, D. C.

Light industry, hotels wanted in Caribbean

Investors offered incentives in Leeward Islands area

The British dependencies of St. Kitts, Nevis and Anguilla, in the West Indies, seek investors to establish light industries.

A garment factory, a food-processing plant, a paper factory, a soap plant, hotels and tourist services, and sundry industries catering to the export market are among the projects which are being encouraged by the Government.

Various incentives can be utilized by American investors: Capital from approved investments can be readily repatriated; certain relief from customs duties is available; special tax concessions for hotels; and income tax holidays. The transfer and ownership of land is governed by the Common Law of England and by the Title by Registration Act.

Qualified American investors are invited to write to the Colonial Attache, British Embassy, Washington 8, D.C., or to the Senior Administrative Secretary, Chief Minister's Office, Administration Bldg., St. Kitts, Leeward Islands, The West Indies.

Industrial area in Costa Rica opens

Sites suitable for small, medium-sized enterprises available

A 75-acre Costa Rican tract of land near San Jose and Cartago has been earmarked for an industrial park. The developers seek the establishment of small and medium-sized industrial enterprises.

The area is located on the paved Inter-American Highway and is adjacent to a railroad. The elevation is 5,100 feet and the year-round temperature averages about 70°.

About 80% of the tract is flat which should lend itself to low development and construction costs.

Industrial sites in sizes 100 by 100 feet to those of several acres can be provided for individual company occupancy and all properties will be served by streets providing access from front and rear.

Ample power and water are said to be available.

Write to the Office of International Investment, Code 2-6551-1, Department of Commerce, Washington 25, D.C.

Commercial and industrial product licenses sought

A manufacturer of materials handling products seeks to diversify by producing U.S. commercial or industrial products under license in Canada.

The firm's facilities include a tool room, machine shop, stamping and die-making operations, and paint and assembly capabilities.

Write Trend Equipment Co., 72 Victoria St., South, Kitchener, Ontario.

Textile, chemical licenses asked

Industrial concerns in Germany look for additional products

A chemical manufacturer is interested in producing molybdenum disulfide lubricants and other chemicals for technical uses under an American license. Another firm wants to make textile products for industrial purposes.

Lubricants, chemicals. A West German firm wants to manufacture chemicals for technical uses, under license.

It is particularly interested in molybdenum disulfide lubricants in powder, paste, additive, grease, and other forms; synthetic oils; corrosion preventatives, surface-finishing agents; rope maintenance agents and stuffing box packings.

Write to W. F. van Laar KG, 6 Dechenstr., Ratingen.

Industrial textiles. A manufacturer wants to produce felt and textile disks for grinding and polishing under a U.S. license, as well as felts and textiles of all kinds for technical purposes.

The firm has surplus production capacity which it wants to utilize and claims to have good contact with product users.

Write Stift Keppler Filzfabrik Gmbh, Stift Keppel Allenbach uerber Kreuztal Kr. Siegen i, W. Germany.

Exploitation of tin mine in Indonesia proposed

Private American mining and steel firms are offered the opportunity to exploit a tin-mining rehabilitation venture in Indonesia on a production share basis. See INTERNATIONAL COMMERCE of July 16, page 37, on "Benefits of Production Sharing."

Although the promoters of this venture prefer to limit such participation to the treatment of underground portions, they are willing to consider an appropriate contract for the entire project.

Write to the Office of International Investment, Code 3-1099-1, Department of Commerce, Washington 25, D.C.

MOROCCO—RED TIES

On August 31, the Moroccan Government announced the signing of a new trade agreement with Hungary and the renewal of trade agreements with Bulgaria and East Germany.

Senegalese firm asks joint venture

Light manufacturing facilities available; property for sale

A Dakar concern with facilities that can be used for light manufacturing industries seeks a joint venture with an American firm that wants to establish itself in this Senegalese area.

The facilities are said to have an estimated value of $350,000 and consist of air-conditioned shops, offices, warehouses, and residential units. They are conveniently situated and can be used for supermarkets, showrooms, clothing manufacture, retail or discount centers, food-processing plants, soft-drink bottling plants and executive housing.

In addition to propositions for joint ventures, the owner will consider the sale of all or part of his holdings or a long-term lease.

Descriptive material is available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Write to Soc. Immobiliere de la Cote d'Afrique (SICA) 7, Rue de Medine, Dakar, Senegal. Or, address Mr. Pierre Clinet, Executive Vice President, AFRAMER, INC., 76 Beaver St., New York 5, N.Y.

Indian groups plan powdered milk, laminated sheet, chipboard plants

Good market potential exists; technical assistance, licenses, capital and equipment are asked from interested U.S. firms

Two Indian firms wish varied U.S. assistance to produce whole milk powder or melamine laminated sheets and chipboard.

Powdered milk plant. An Indian firm of manufacturers and wholesalers has been granted an industrial license by the Government of India for a whole milk powder project and now wishes to obtain private U.S. collaboration.

The American contribution to this joint venture should consist of capital, plant and machinery and technical know-how. Estimates set the project's capacity at 1,080 tons a year. The promoters are also planning to obtain permission to produce skimmed milk powder.

The granting of an industrial license by the Government of India indicates the high relative importance placed on the proposed enterprise.

Information in the Department of Commerce indicates that there is great demand for processed food products in India. In addition to a large market, another consideration is the tax concessions which may be obtained for a newly established industrial enterprise.

Write to the Office of International Investment, Code 4-2023-1, Department of Commerce, Washington 25, D.C., for further information.

Laminated sheets, particle board. An Indian firm, recently established as a corporation, seeks technical know-how and a licensing arrangement to produce melamine laminated sheets and particle board. It will soon start production of laminated sheets.

The company's application for an industrial license from the Government of India is under consideration and favorable action is anticipated, after submission of information on collaboration arrangements, plant estimates and technical know-how.

The company proposes to prepare a project report on the venture with the assistance of an interested foreign collaborator. Terms of joint action are to be negotiated by the participating firms and clearance is then to be obtained from the Indian Ministry of Commerce and Industry.

There are now 2 entities which produce melamine in India. Production is far short of overall Indian demand.

In view of the rapid growth of India's plastic industry, it is thought that a new venture would be economically feasible there.

The Indian promoters have little technical data regarding the equipment required for the project or other details.

For further information, write to the Office of International Investment, Code 4-2821-1, Department of Commerce, Washington 25, D.C.

Canada refunding June 24 surcharges on goods in transit on date of imposition; other refunds made

Requests for exemption weighed for goods in bond considered to be goods in transit; some August 24 surcharges also to be remitted

Canada has agreed to refund import surcharges on goods that were in transit to Canada on June 24, when the surcharges were announced (INTERNATIONAL COMMERCE, July 9, p. 6). Requests for exemptions will also be considered when goods in bond are deemed to be goods in transit.

Other changes provide for remission of surcharges, effective from August 24, on several items. The most important of these are nickel-plated ware, aluminum ingots, and rubber thread.

Affected items

The 15% surcharge will be remitted on tariff item 163(1): wines, of the fresh grape of all kinds, not sparkling, imported in barrels or in bottles, for sacramental purposes, containing not more than 26% of proof spirit.

The 5% surcharge will be remitted on: 20a, butter produced from the cocoa bean; ex115, tuna, frozen, to be processed in Canadian canneries; 353, aluminum and alloys thereof, (a) pigs, ingots, blocks, notch bars, slabs, billets, blooms and wire bars; 379c, rods of iron or steel, in the coil, not more than 0.375 inch in diameter when imported by manufacturers for use in making wire in their own factories; 684, rubber thread, not covered.

At the same time, the surcharge on 362c, nickel-plated ware, gilt or electroplated, n.o.p., was reduced from 15% to 5%.

Earlier moves

In previous actions, Canada deleted pulp of wood, of straw or of any other vegetable fiber, item 200, from the surcharge list. Amendments to Schedule C exempt soya beans imported for crushing (under item 47a) and Indian corn imported for agricultrual purposes (imported under item 55) from the 5% surcharge.

Three new temporary tariff items have been added to the surcharge schedule to correct anomalies. New item 23a, cocoa paste or "liquor" and chocolate paste or "liquor," not sweetened, other than in blocks, cakes or powder, for use in Canadian manufactures, will be subject to a 5% surcharge while other preparations of cocoa under item 23 remain subject to a 15% surcharge.

Parts of electric dry shaving machines for use in removing human hair, for use in Canadian manufactures, new item 445w, are free of surcharge while complete electric shavers under 445j remain subject to a 10% surcharge.

Woven fabrics, in the web or with fused edges, wholly of man-made fibers or filaments, for manufacture of sails for boats and ships, new item 562m, are free of surcharge but the 10% surcharge remains on other textile products containing synthetic fibers and filaments classified under item 563.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Moroccan duty hikes, cuts affect shoes, hats, others

Morocco has announced substantial import duty increases for several categories of goods and reductions for others, the U.S. Embassy in Rabat reports.

Now subject to a 100% ad valorem duty are: footwear; hat bodies, forms, finished hats and other headdress; and finished watch movements, other clock movements, finished watch cases, clockwork housing and finished parts.

The rate for rolled, coated aluminum wire is 40%, and for refrigerator cabinets, 80%.

Rates for aluminum sheets (.15 to .5 mm) were reduced to 10%, and for industrial and technical explosives and projectiles to 50%.

EEC Ministers approve food coloring directive

Harmonization of Common Market member states' regulations on food coloring matter is the object of a directive recently approved by the EEC (European Economic Community) Council of Ministers.

According to the U.S. European Communities mission in Brussels, the approved directive requires that existing regulations of the Six be brought into line within 1 year of official receipt of the directive. By the end of the second year, the new rules on color in foodstuffs for human consumption must be applied to products placed on sale within the Community. Approved coloring materials will have to conform to certain prescribed standards of purity, and packages will have to be properly labeled.

The directive does not apply to goods for export outside the Community nor to the use of certain coloring matters having aromatic properties.

No information is available on when the directive will be published in the *Official Journal* of the EEC.

SINO-SOVIET CREDITS

Sino-Soviet Bloc economic credits to Latin American countries from Jan. 1, 1954 through June 30, 1962 totaled $567 million, as follows (all in millions): Cuba, $457; Argentina, $104; Brazil, $4; and Bolivia, $2. Middle Eastern countries got $1,133 million in credits and grants, including: United Arab Republic, $671; Iraq, $216; Syria, $178; and Yemen, $43. Africa's total was $678 million, mostly to Ghana, $200, Guinea, $125, Ethiopia, $114, Mali, $100, and Somali Republic, $63. For Asia, the amount was $2,410 million, largely to India, $950, Indonesia, $641, Afghanistan, $515, Burma, $93, and Cambodia, $65. Yugoslavia got $111 million and Iceland $5 million.

Norway revises global import quota list

Licenses to be issued for goods within quantitative limitations

Norway's commerce and agriculture ministries have issued a new global import quota list effective July 1, 1962-June 30, 1963, the U.S. Embassy in Oslo reports.

Listed commodities may be licensed for import, subject to quantitative limitation, from any country in the global quota area —mostly European Monetary Fund and dollar-area nations. Among commodities on this list are (size of quota in 1,000 crowns freight-on-board shown in parentheses): rice, husked or broken (800); wood tar and woodtar oils (75); charcoal (1,500); live animals, not for food (1,000); cheese and cheese paste (1,250); flower bulbs (10,000); live plants, tubers and the like (7,200); cut flowers (5,000); other parts of plants, grasses, moss, foliage and the like (300); glucose (62); ice cream, ice cream powder and other foodstuffs containing cocoa (250); tomato puree in airtight containers not exceeding 5 kg. each (200); fruit and vegetable juices (300); fat emulsions and similar preparations used in the manufacture of bakers' wares, containing less than 10% of fat by weight (25 tons); egg albumin (30); oakum of hemp or jute (125).

De-listed

Slated to be removed from import control on Jan. 1, 1963, are these commodities (with quotas applicable only to the second half of 1962): hydrogenated animal and vegetable oils and fats (5,500); reconstituted wood in sheets, blocks and the like (900); reconstituted wood and the like for all other uses (2,000); bathtubs other than cast bathtubs (1,000); deep freezers for domestic use (3,800); electric refrigerators for domestic use less than 200 liters (9,500); electric refrigerators for domestic use, 200-284 liters (4,000); television receivers and parts thereof with an f.o.b. value of 100 crowns each (7,500 units). One Norwegian crown equals 14.1¢.

Taiwan adds 12 products to commodity tax list

The Republic of China (Taiwan) has added 12 new products to the list of locally produced or imported goods subject to the internal commodity tax.

Newly listed commodities, with percent ad valorem rates, include: hemp yarn, 10; rayon and synthetic fiber yarn, 20; mixed yarn, 25; plastics, 17; rubber tires and tubes, 17; kerosene, 20; fuel oil, 10; natural gas, 10; compressed natural gas, 48; liquid petroleum, 15; diesel oil, 28; and gasoline, 48.

Other items on which a commodity tax is levied and the rates of taxation (in percent) include: cigarettes, 120; wine and beer, 120; tobacco, 30; matches, 20; sugar and saccharin, 60; brown sugar, 48; cotton yarn, 15; woolen yarn and thread, 30; rayon filaments, 20; leathers and furs, 15; cement, 24; nonalcoholic beverages, 36; fruit juices, 30; cosmetics, 100, 80 and 20, depending on whether they are judged to be luxury, semi-luxury, or ordinary; imported lumber, 15; electric bulbs and tubes, 20; paper, 5; condiments, 29; sheet glass, 23.

Turkey hikes deposits required for 84 imports

Turkey's Central Bank has ordered 10 to 40% increases in cash deposits required with import license applications on 84 items, the U.S. Embassy in Ankara reports.

Effective August 20, the deposits were increased from 10 to 20, 30, or 40% of the value of allocations sought for items substantially oversubscribed in the global quota lists of the 9th import program.

The new deposit requirement must be met by the prospective importer within one month or the application be withdrawn with the return of the original 10% deposit.

INTERNATIONAL COMMERCE will list the affected items as received.

Germany broadening guarantees for private investors subject to political risks overseas

Government extends safeguards in program aimed at greater participation in projects of less developed countries

As a first step in a program to increase private German investments in less developed countries, German Government guarantees on private investments abroad covering political risks have been substantially expanded, the U.S. Embassy in Bonn reports.

The original capital guarantee program dates from authorization contained in the 1959-60 Budget Law. Directives and general provisions implementing the program were first issued on Sept. 25, 1959.

New measures

Changes include: extension of the normal maturity of Federal investment guarantees from 10 to a new maximum of 15 years; further extensions to 20 (formerly 15 to 20) years will be possible; reduction of the self-participation required of the loan recipient from 20 to 10%; reduction of the annual charges for the guarantees to .6 rather than .75% for guarantees with a maturity up to 5 years, .8% (from 1.0) for maturities up to 10 years, 1.0% (previously 1.5) for maturities up to 20 years; increase of the amount guaranteed during the last year of the guarantee term to 80% (formerly 60) for guarantees with a maturity up to 5 years, 65% (50) on guarantees up to 10 years, 50% (40) on guarantees up to 15 years and 40% (30) on guarantees up to 20 years.

Further liberalization is contemplated in the fields of taxation and credit aids.

A Government-owned insurance company, Revisions-und Treuhand AG of Hamburg, is responsible for the administrative implementation of the program.

EEC's fiscal unit urges harmonizing interest, stabilizing exchange rates

As the Monetary Committee of the European Economic Community (EEC) continues deliberations on fiscal policy coordination among the 6 EEC member countries, its recently published Fourth Report indicates the direction of its thinking.

According to the U.S. Mission in Brussels, the Fourth Report emphasizes that tariff elimination alone cannot bring about economic integration without harmonization of interest rates and stability of exchange rates—a policy of coordination which was not followed, the Report notes, in March 1961 when the deutsche mark and the Netherlands guilder were revalued.

Balance-of-payments questions appear to be viewed without urgency by the Committee because EEC countries have not experienced difficulty in that area since effectuation of the Treaty of Rome on Jan. 1, 1958. The Treaty stipulates that member countries should support each other in balance-of-payments difficulties, but the Committee has been unwilling to define in advance the criteria to be used in any possible recourse to "mutual aid" provisions of the Treaty.

In a closing summation of the business-cycle outlook throughout the Community, the Fourth Report anticipates possible price increases resulting from manpower shortages persisting during the first half of 1962. The Committee urges action to limit price boosts by keeping wage rises from exceeding the rise in productivity and by allowing increased imports to supplement any inelastic domestic supply of goods.

Represented on the Monetary Committee are officials of the finance ministries and central banks of the 6 Common Market countries. The Committee's Fourth Report is available on a loan basis from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Nigeria requires license for wheat flour imports

A specific import license for all dollar-area wheat and wheat flour imports into Nigeria is now required under a Government action effective last August 10, the U.S. Embassy in Lagos reports. Previously, such imports were admitted under open general license.

All shipments en route are being admitted, but the importer must secure an import license. License applications covering future shipments under existing contracts will be given "sympathetic consideration," but it is not certain that all will be granted in full.

Allocation of flour imports up to Mar. 31, 1963, will be based on orders and existing contracts of importers; thereafter, the amount of flour licensed for import will depend on output and sales of the local flour mill, which began operations in June 1962.

SIERRA LEONE's 1962-63 PROJECTS

Calling for recurrent expenditure of £13.5 million (up 4% from 1961-62) and revenue of £13.7 million, Sierra Leone's 1962-63 budget allows for a £200,000 ($560,000) surplus to be used for development projects.

El Salvador tightens narcotic import rules

New regulations governing the importation, dispensing and accounting for narcotics have been established in El Salvador, according to the U.S. Embassy in San Salvador.

Imports of narcotics may now be made only through Ilopango airport. Prior import licenses may be obtained from the Superior Council of Public Health only by drug firms, pharmacies and pharmaceutical laboratories which have registered with the Council and shown that they employ a responsible professional specialist on narcotics.

The Board of Vigilance of the Pharmaceutical Profession must be notified in advance of the proposed importation, and licenses to hospitals, free clinics and private clinics will be given by the Board.

A copy of the decree in Spanish is available for inspection in the American Republics Division, U.S. Department of Commerce, Washington, D.C.

These changes in regulations should be noted in the Department of Commerce publication, *Pharmaceutical Regulations of El Salvador*, World Trade Information Service report, Part 2, No. 56-24.

Costa Rica raises liquor, gasoline duties, some taxes

Consumption levies up on beer, soft drinks and cigarettes

Costa Rica has raised import duties on distilled liquor and gasoline and has increased consumption taxes on beer, soft drinks and cigarettes in an effort to ease its current budgetary crisis.

Duties effective from August 23, as reported in *Diario Oficial*, are: Costa Rica tariff numbers 112-04-03 and 112-04-04, distilled liquor, 20 colones ($3.01) per liter plus 40% of cost, insurance and freight value (previously, 15 colones—$2.26—per liter plus 10%); gasoline, 313-01-01, 1.71 colones—25.7¢—per gallon plus 2% (previously, 1.31 colones—19.6¢—per gallon plus 2%).

Consumption

The new consumption taxes are: beer, national or imported .55 colon (8.2¢) per container up to 12 ounces (previously, .45 colon—6.7¢), in addition to a .05 colon (.7¢) tax per 340 cubic centimeters of beer, both national and foreign, established Jan. 1, 1962; carbonated beverages and soft drinks, .07 colon (1¢) per container up to 12 ounces (previously, .045 colon—.6¢—per container; cigarettes manufactured in Costa Rica exclusively with domestic tobaccos, 0.34 colon—5.1¢—(previously, .20 colon—3¢) per pack of 20; cigarettes manufactured in Costa Rica with national tobaccos in mixture with imported tobaccos, .41 colon—6.1¢—(previously, .26 colon—3.9¢); cigarettes manufactured in Costa Rica exclusively with imported tobaccos, .63 colon—9.4¢—(previously, .43 colon—6.4¢); and imported cigarettes, .25 colon—3.7¢—(same as previous tax).

Packages with more or less than 20 cigarettes will be taxed in proportion to the number of cigarettes they contain.

EXPORTUNITIES!

If you want to get started in the export market, why not take advantage of the practical information and guidance available from the U.S. Department of Commerce? Services include agent lists by country and product, reports on individual dealers, leads on bids wanted, advice on regulations.

Ohio University to help Vietnam's secondary schools

3-year AID contract will reorganize training methods; some Vietnamese teachers will come to study in U.S.

A new cooperative program between the Agency for International Development (AID) and South Vietnam is designed to strengthen secondary school-teacher training in that nation.

AID has awarded a 3-year, $299,250 contract to Ohio University, to provide technical advice and assistance to Vietnamese educational authorities. The project involves developing and strengthening the pre-service training program for secondary school teachers at the University of Saigon and the University of Hue, and the secondary schools attached to each institution.

An Ohio University team will provide assistance in modifying administrative organization and practices and in developing curricula, course content, instructional materials, and teaching methods. It also will provide assistance to the AID mission in Vietnam in selecting Vietnamese participants to receive further study in the U.S.

This project in South Vietnam represents part of the technical assistance program administered by AID in developing nations of the world. Terms of foreign assistance agreements provide that American institutions and firms have an opportunity to receive service and supply contracts involving the foreign country, thus keeping approximately two-thirds of the foreign aid dollar in the U.S. economy.

Eximbank loan to Austria will pay for U.S. cotton

The Export-Import Bank has loaned 3 Austrian banks $4 million to finance purchase of U.S. cotton. The banks involved are: Creditanstalt-Bankverein, Oesterreichische Laenderbank A.G., and Oesterreichisches Credit-Institut A.G.

This is the eighth Eximbank loan for purchase of U.S. cotton by the Austrian textile industry. Previous loans for this purpose totaled $45 million.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

'Visit USA' program boosts British visa issuances

Britons are responding to the "Visit USA" program in growing numbers, according to non-immigrant visa issuance figures reported by the U.S. Travel Service.

Comparison of the first 8 months of 1961 and '62 indicates that United Kingdom visa recipients and revalidations for U.S. travel increased from 50,396 to 65,604, a 30.2% rise.

In contrast, British visa issuances increased by only 1.3% during the first 8 months of 1961 over the same period in 1960.

August 1962 also compares favorably with the 2 previous Augusts. United Kingdom visa recipients for U.S. travel in August of 1960 totalled 3,677. In the following August it rose to 3,726; but this year the total was 4,604, a 25.7% jump.

The number of visas issued does not always coincide with the actual number of international tourist admissions to the U.S. Non-immigrant visas are issued to several categories of travelers and the visas are valid for many entries during a 4-year period following issuance.

Dominicans to buy GE power unit thru Alliance loan

The Export-Import Bank has loaned the Dominican Republic $3.4 million through the Alliance for Progress to purchase a U.S. steam electrical generating unit.

The unit will be supplied by the International General Electric Company of New York. It consists of a 26,500 kw. hydrogen cooled turbo-generator and an outdoor oil-burning boiler together with necessary auxiliary machinery. IGE will participate in the financing of the early maturities of the $3.4 million loan.

The loan was allocated to the Corporacion Dominicana de Electricidad from a $10 million line of credit established by the Bank for the Dominican Republic in March, 1962.

A government entity, the Corporacion Dominicana de Electricidad is the principal supplier of electrical power in the Dominican Republic. It serves both private and industrial customers including such industries as a cement factory, a paper mill, a glass factory and flour and textile mills. In addition, seasonal loads are placed on power generating capacity by the operation of coffee processing plants.

Installation of the generating unit made possible by the Eximbank loan will be a major contribution to planned increases in the Corporacion's power capability.

Alliance providing credit for Venezuelan farmers

The Alliance for Progress will help provide supervised credit for 100,000 Venezuelan farm families through a $10 million loan from the Agency for International Development (AID).

Venezuela itself is providing an additional $10 million in the first phase of a long-term plan for increasing agricultural production and improving standards for farm families.

The program is to be administered by Venezuela's Banco Agricola y Pecuario, and will be supported by 3 other Venezuelan government agencies. The U.S. will provide technical experts to assist in the program.

The loan will make possible the granting of supervised credits to small and medium farmers on a medium and long term basis. Funds have previously been available only for short term loans.

Pakistan plans power station purchases

Corporation in Philadelphia named consulting engineers

The Kuljian Corp. of Philadelphia, Pa., has been engaged as consulting engineers for construction of the 132,000-kw. Korangi Thermal Power Station located 9 miles southwest of Karachi, Pakistan, and has been instructed to issue inquiries to qualified bidders.

The proposed station will consist of the following equipment: two 590,000 lb./hr. steam generating units using natural gas as a primary fuel. Super heater outlet conditions will be 1,300 p.s.i.g., 960°F.; two 66,000-kw., 13,800-volt, 3-phase, 50-cycle, 5 extraction points, 2½ in. hg. back pressure turbine generators; auxiliary, mechanical and electrical power production equipment necessary to provide a conplete power station ready for operation.

Phase 1 of the project includes a lump sum proposal covering the supply of all mechanical and electrical equipment and material including the installation of same.

Alternate proposals will be accepted for the following: Phase 1x—complete boiler house equipment including, but not limited to, two 590,000 pounds per hour steam generating units using natural gas as the primary fuel and No. 5 fuel oil as the standby.

Superheater outlet conditions will be 1,300-p.s.i.g. pressure and 960°F. total temperature; fuel-oil handling and heating equipment; combustion control, instrumentation and panels; chemical-feed and water treatment equipment; air compressors; storage tanks; miscellaneous water pumps and drives; piping, hangers, valves and specialties; and all auxiliary material and equipment required for a complete installation.

Phase 1y includes complete turbine house eqiupment and electrical equipment, including, but not limited to, two 66,000 kw., 13,800-volt, 3-phase, 50-cycle, 5 extraction points, 2½ in. mercury absolute back pressure turbo-generators; condensate and feedwater cycle equipment; evaporator; condensate cooling system equipment; powerhouse crane and miscellaneous chain hoists; electrical switchgear, transformers, motor control center, switchboard, outdoor substations, intra-communication system; batteries and battery changer equipment; cable, conduit, lighting fixtures; piping, hangers, valves, insulation and specialties; and all auxiliary material and equipment, complete.

Complete proposal documents consisting of specifications, outline drawings and bidding forms are available from the Office of The Kuljian Corp., 1200 N. Broad St., Philadelphia, Pa., with bids due at that office by 9 a.m., Oct. 23. Duplicate sealed proposals are also to be forwarded for opening at the same time to the owner at Office of the Managing Director (Agents), Karachi Electric Supply Corp., Ltd., Spencer's Bldg., McLeod Rd., Karachi.

Steam powerplants sought by Government of Burma

Bids have been requested in Burma for 2 steam powerplants, 325 hp., complete with engine, boilers and other equipment necessary for the units to work with paddy husk fuel, under tender RM/3. Bid deadline is 12 noon Oct. 16.

Bids should be sent to Deputy Chairman, State Agricultural Marketing Board, 70 Rhayre St., Rangoon, Burma, marked Tender for Steam Powerplants.

One set of specifications is available for review at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

Radar systems desired for Colombian airports

The Empresa Colombiana de Aerodromos (ECA—Colombian Airports Corp.) is seriously considering expansion of its aviation facilities to include modern radar systems for air traffic control at the country's major airports. Several leading European radar equipment manufacturers have already presented ECA with proposals.

Interested equipment manufacturers should contact Dr. I. Sanchez, Chief of the Electrical and Electronics Division, Empresa Colombiana de Aerodromos, Eldorado Airport, Bogotá, Colombia.

South Africa issues call for radio transmitters

The South African Broadcasting Corp., P.O. Box 8606, Johannesburg, Republic of South Africa, is inviting bids for the supply of 3 5-kw. AM medium wave transmitters. Closing date for bids under enquiry 471/62 is 12 noon Oct. 31.

Tender documents may be obtained from the Chief Engineer, 5th Floor, Kariba House, 164 Commissioner St., Johannesburg, and will be made available against a deposit by a check of 10 rands (1 rand=US$1.40) in favor of the South African Broadcasting Corp. which will be refunded on receipt of a bona fide tender.

Tenderers must submit their documents in sealed envelopes, clearly marked Enquiry No. 471/62, to the Head: Secretarial Department, Tender Box, Main Foyer, Broadcast House, 174 Commissioner St., Johannesburg, Republic of South Africa, or post them to reach this address not later than the noted closing time.

Egypt amends specifications for transformer station

The Ministry of Public Works of the United Arab Republic has amended the tender and specifications covering the supply, erection and testing of equipment for the Edfu and Qena South transformer stations.

The amended tender now includes the supply, erection and testing of the Kom Ombo Town transformer station complete with transformers, switchgear and auxiliary equipment. The station shall consist of 2 transformers, each 10 mv.-a.-33/11 kv.

A copy of the amendments is available for review in the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C. (See INTERNATIONAL COMMERCE, Aug. 20, p. 17.)

U.A.R. extends bid deadline for rectifier equipment

The Cairo City Public Transport Authority has extended the bid deadline for the supply and erection of electrical equipment for 6 rectifier substations from Sept. 15 to Oct. 15. (See INTERNATIONAL COMMERCE, Aug. 20, p. 16.)

Burmese Government seeks radio telephone equipment

The Director General, Posts & Telegraphs, 125 Phayre St., Rangoon, Burma, is inviting bids for 2 independent sideband transmitters and 2 single sideband-independent sideband receivers for a 500-watt duplex system, and 6 SSB transmitter-receivers for 100-watt duplex systems, together with accessory equipment and spare parts.

Frequency ranges are 3 to 22 mcs. for the 500-watt system and 3 to 15 mcs. for the 100-watt systems. Closing date for bids under tender notice 58W(61-62), dated Sept. 6, is 2 p.m. Oct. 10.

Interested firms may review the tender documents, specifications, and instructions in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Bids requested in Iraq for generator sets

The Republic of Iraq requests bids for the supply, delivery to site and erection of three 100 kw. 400/231-volt, 3-phase, 4-wire, 50-cycle diesel generators with necessary auxiliary equipment, together with a power house and 3-ton overhead crane under tender notice 80; closing bid date is Oct. 27.

Bids should be submitted to the Secretary of the Purchases and Tenders Committee in the Ministry of Municipalities marked for the supply and erection of three 100 kw. electrical sets at Husaiba with deposit of 8% of tender price.

One copy of specifications is available for review at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Australian company seeks buying agent from U.S.

An Australian firm, Harris, Scarfe, Ltd., 74 Grenfell St., Adelaide, wishes to appoint a U.S. buying agent for the following items:

Modern style chrome and aluminum furniture, both indoor and outdoor; collapsible perambulators, high chairs, play harnesses; rubber pillows; sewing machine needles; belts; wooden (Holland type) blind rollers; stranded gilt picture wire in coils of 15, 18 and 20 feet; brass cased steel tubes, sizes ⅝ in. and ¾ in. diameter; sliding door gear for domestic doors; louvre glass, 6 in. wide in clear and DRC, 20 to 40 in. in length; writing pads, boxed stationery, envelopes, exercise books, memo pads, account sheets and books, typewriter and duplicating paper, toilet paper, wrapping paper; plastic telephone book covers; electrical goods for 240-volt, 50-cycle current, quotations with and without flex and plug, such as 12 in. and 16 in. fans, domestic hair dryers, toasters, automatic lightweight steam or dry irons; infrared, bar type, and convection room heaters; battery or transformer operated door chimes; chime transformers, clocks, frypans, mixers, automatic percolators, kettles, foodwarmers, and juice extractors.

Interested buying agents are to contact the Overseas Buying Office of the company at the above address and furnish catalogues, price lists, full details of standard packing, shipping specifications, delivery times and conditions of payment, either f.o.b. nearest the main port of c. and f. Australian main port. A WTD dated August 15, 1962, on Harris, Scarfe, Ltd. is available.

Material now available on Nigerian project

A copy of the invitation to bid and descriptive material for tender 1033/143, covering the supply and erection of 132-kv. and 33-kv. switchgear and associated equipment for the "Ugheli-Lagos Transmission Lines" is now available for review in the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

South Korea issues call for machine tool bids

The Republic of Korea is inviting bids until October 9 for machine tools and related equipment.

Bids must be submitted directly to the Office of Supply, Republic of Korea, Seoul, Korea. Procurement is worldwide.

The following equipment is included: engine lathe, crankshaft grinder, wood screw making machine, hydraulic press brake and shear, horizontal boring and facing machine.

Detailed specifications may be obtained from the Metalworking Equipment Division, BDSA, Room 4015, U.S. Department of Commerce, Washington 25, D.C.

Measuring instruments requested by Greece

Greece is inviting bids for 450 electrical measuring instruments including, but not limited to, ammeters, milliammeters, voltmeters, light-beam galvanometers, ohmmeters, frequency meters, and tachometer-generators.

Bid deadline is Oct. 15. Tenders are to be submitted to the Ministry of Trade, Director General of Procurements, 50 Socrates St., 4th Floor, Athens, Greece.

Copies of tenders may be obtained from the Ministry of Trade. Inquiries should cite reference no. 309997/18931, invitation to tenders no. C/542/62.

A copy of the tender is available for review to firms located in the United States at the Scientific, Photographic and Business Equipment Division, BDSA, Room 4309, U.S. Department of Commerce, Washington 25, D.C.

Diesel generators sought by Government of Sudan

The Government of Sudan requests bids for 2 diesel electric generating sets, 22 kv.-a., 415-volt a.c. 3-phase, 50-cycle, under contract 106. Early delivery will influence the selection but the buyer is not bound to accept the lowest bid. Bid deadline is Oct. 16.

Bids should be sent to Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South, marked "Tenders for the Supply of Diesel Electric Generating Sets."

One copy of specifications and terms is available for review at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C., Telephone: WO 7-4242.

Specifications amended for Trinidad project

The Trinidad and Tobago Electricity Commission has amended specifications on tender 540 covering 9,000 45/75 amp. line fuse connectors. This amendment supersedes all previous specifications.

A copy of the amendments is available for review or for loan from the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Bids invited in Australia for television equipment

The Postmaster-General's Department of the Commonwealth of Australia is inviting bids for the supply and possible installation of television transmitting equipment for 20 stations in country districts of Australia.

Individual bidders may bid on any or all of the equipment listed in the tender. Closing date for bids on Schedule C.8992, Specification A.P.O. 871 C, is Nov. 8 at 3 p.m. Melbourne time.

Bids should be sent to the Controller, Stores and Contracts, Postmaster-General's Department, 7th Floor, 114 Russell St., Melbourne, C.1. Interested firms can review the tender documents and specifications in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Iraq Government asks 3 diesel generators

Bids have been requested for the supply, delivery and erection of three 100-kw., 400/231-volt, 3-phase, 4-wire, 50-cycle diesel generators, together with a power house and 3-ton overhead crane. Bid deadline is Oct. 20.

Bids are to be submitted to the Secretary of the Purchases and Tenders Committee in the Ministry of Municipalities marked "Tenders for the supply of 3 Nos. 100 kw. electrical sets at Ruthba" with deposit of 8% of bid value.

One set of specifications is available for review at the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

SHAPE asks for mobile radio relay equipment

The Supreme Headquarters Allied Powers Europe (SHAPE), Paris, has issued an international invitation to bid on the supply and installation of UHF mobile radio relay equipment. The equipment being procured includes 38 radio relay terminal stations, 34 radio relay repeater stations, 16 multiplex terminal stations, 3 mobile radio repair shops, 10 cable laying trucks, and miscellaneous radio equipment, spare parts, and instruction manuals.

All radio stations are to be complete with transmitters, receivers, antennae, power units, and mobile shelters.

The contractor will be responsible for the installation of equipment, training of Allied Command operators and maintenance personnel, and the maintenance of a source of an adequate supply of spare parts sufficient to properly service the equipment for 10 years.

Closing date for bids under SHAPE Invitation to Bid 62-3, dated Aug. 30, is midnight Dec. 10. Copies of the bidding instructions, equipment lists, and specifications are available from the Purchasing and Contracting Officer, SHAPE, Paris, France, or reviewed in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

UAR requires apparatus for petroleum testing

The General Petroleum Authority of the United Arab Republic is inviting bids for petroleum testing apparatus including, but not limited to, viscometers, flash point testers, infrared spectrometer, colorimeter, vapor pressure testing apparatus, water baths, laboratory ovens and furnaces, centrifuge, and various laboratory accessories.

Bid deadline is Nov. 10. Bids should be addressed to the General Petroleum Authority, Government Petroleum Refinery, Suez, United Arab Republic. Tenders and specifications are available from the General Petroleum Authority. Correspondence should cite tender 16.

Solvent extraction plant sought by UAR Government

The United Arab Republic is asking for bids, until Nov. 3, for the supply, erection and putting into operation of a solvent extraction plant for extracting oil from rice bran and undecorticated cotton seed, to be located near Mansourah.

Capacity of the plant should be 100 tons of cottonseed or rice-bran per day (24 hours) for working 150 days by cotton seed with oil content of 20-25%, and the other 150 days by rice bran with oil content of 14-18%.

Expected quantities of raw materials are 15,000 tons of cotton seed per year and 15,000 tons of rice bran per year. Bids should be sent to the General Organization for Executing The 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.

A copy of the specifications may be obtained on a short loan basis from the General Industrial Equipment and Components Division, BDSA, Room 4130, U.S. Department of Commerce, Washington 25, D.C., Telephone: WOrth 7-5589.

Korea requests bids for machine tools

The Office of Supply, Government of the Republic of Korea, is inviting bids until October 9 for machine tools and related equipment.

Bids must be submitted directly to the Office of Supply, The Republic of Korea, Seoul, Korea. Procurement is worldwide.

The following equipment is included: engine lathe, crankshaft grinder, wood screw making machine, hydraulic press brake and shear, horizontal boring and facing machine.

Detailed specifications may be obtained by writing or calling the Metalworking Equipment Division, BDSA, Room 4015, U.S. Department of Commerce, Washington 25, D.C. Telephone: WOrth 7-5652.

Taiwan issues bid call for radio equipment

The Purchasing Department, Central Trust of China, 68 Yen Ping Nan Rd., Taipei, Taiwan, is inviting bids for the supply of mobile VHF radio communication equipment.

The intended procurement includes ten 25-watt transmitter-receiver combinations and seven 50-watt transmitter-receiver combinations, together with spare parts.

Closing date for bids under Job GFD-12361 (S)-1 has been extended to 10 a.m. Oct. 20.

Interested firms may review the specifications and instructions in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Iraq seeks power line carrier equipment bids

The Government of Iraq is inviting bids from qualified firms for the supply, delivery and installation of power line carrier equipment for the Central Iraq Zone Electrical System.

This system consists of 450 kilometers of 132-kv. double-circuit lines and approximately the same length of 33- and 11-kilovolt lines.

Specifications may be inspected until Oct. 4 at the Embassy of the Republic of Iraq, 2135 Wyoming Avenue, NW., Washington 8, D.C. Firms desiring to submit bids can procure 2 sets of specifications from the Embassy for $70. This sum will not be refunded.

Tenders must be received by the Secretary of the Committe for Opening Tenders, Ministry of Industry, Baghdad, at or before 12 noon on Dec. 19.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

012 Fruit, Tree Nut, Vegetable Farm Products

Netherlands

Fresh fruit; Wishes to do business on following payment condition only: cash against documents. P. Hoogesteger (importer), 58 Centrale Market Hal Kamer, Amsterdam.

147 Chemical, Fertilizer Mineral Mining

Iraq

● Crude sulfur (crushed, 99.5/100% pure, free from arsenic, selenium and tellurium), 800 long tons, to be packed in multi-ply paper bags of 50 kilograms or in single new jute bags of 100 kilograms, for the Daura & Alwand Refineries. Tender (35/62), bid deadline Oct. 16. The Director General of the Government Oil Refineries Administration, the Ministry of Oil, Head of Tenders Committee (G.O.R.A.), Baghdad. ★ (Telephone: WOrth 7-3468.)

200 Food, Related Products

Germany

Sweets and bakery products; wrapped and unwrapped candies, toffees, sweetmeats and sweets of all kinds; including biscuits, cookies, crackers, and wafers; food products; snacks, peanuts, salted peanuts, mixed nuts, almonds, popcorn, corn curls, potato chips, and other snack articles. Direct purchase and agency. Requests replies in German. Hans Werner Kronenberg (importer, wholesaler, manufacturer's agent), 62 Germanenstrasse, Solingen, WTD 9/5/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

Dried fruit such as peaches, apples, pears, prunes, and apricots; edible nuts such as almonds and walnuts; and all kinds of canned fruits and fruit juices. N. V. Handelsvennootschap v/h Gloe & Co. (importer, exporter, wholesaler, transit dealer), Mathenesserlaan 378, or P.O. Box 370, Rotterdam. WTD 7/13/62.

204 Grain Mill Products

Ireland

Animal feedstuffs. Townsend Flahavan Seeds, Ltd. (importing distributor), Kilmacthomas, Co. Waterford. WTD 9/5/62.

209 Miscellaneous Food Preparations, Related Products

France

Any kinds of fats. Requests replies in French. Société Commerciale des Produits Oleagineux et Chimiques—Socomer (importer and wholesaler of vegetable and animal oils), 18-20 place de la Madeleine, Paris, 8e.

Nigeria

Table salt, tropicalized; should be packaged in small units which are impervious to moisture, and treated so conditions of very high humidity will not cause lumps to form. Scan African Trading Co. (importers, wholesalers, retailers), 18 Jebba St., East, Ebute-Metta, Private Mail Bag 1010, Yaba, Lagos. WTD 9/12/62.

220 Textile Mill Products

France

Any kind of cotton and synthetic fabrics. Direct purchase and agency. Etablissments Urgo (importer, manufacturer of cotton and synthetic fabrics), 175 rue St. Martin, Paris, 3e. WTD 8/16/62.

Zanzibar

Textiles and sundries; art silk piece goods, nylon and cotton piece goods; quantities stated upon receipt of inquiry. Direct purchase and agency. Laxmidas Madhavji Suchak (importer, retailer, commission merchant, broker), P.O. Box 66, Hurumzi St., Zanzibar. WTD 7/27/62.

221 Broad Woven Fabric Mills, Cotton

Germany

Fabrics; cotton, blue denim 11¼ oz. and 13¾ oz., indigo blue, sanforized in rolls of 200 to 300 yards, packed in burlaps. Requests replies in German. L. Hermann KG. (manufacturer), 10 Austrasse, Kuenzelsau/Wuerttemberg. WTD 9/6/62.

229 Miscellaneous Textile Goods

Denmark

Fishing nets, twine and rope of cotton, nylon, or other synthetic fibers. Direct purchase and agency. J. E. Jensen (importing distributor, manufacturer's agent), 81 Ewalds Alle, Esbjerg. WTD 6/18/62.

Germany

Felt discs and textile discs for grinding and polishing purposes; felts of all kinds for technical purposes; c.i.f. Rotterdam or German port price quotations. Direct purchase and agency. Stift Keppeler Filzfabrik GmbH (manufacturer), ueber Kreuztal, Kr. Siegen/W. WTD 8/30/62.

230 Apparel

Germany

Pajamas and nightgowns; sport shirts; c.i.f. Bremen or Hamburg. Oldenburger Spinnstoff-Gesellschaft m.b.H. (importer, wholesaler), Oldenburg, Oldb, Kaiserstrasse 25/27. WTD 9/6/62.

Qatar

Wearing apparel, men's and women's, especially jerseys, sweaters and shirts. Taj Hotel & General Stores, Prop. Shah Bros. (importer, wholesaler, commission agent), Mushairib Rd., Doha. WTD 9/2/62.

233 Women's, Misses', Juniors' Outerwear

Norway

Blouses and skirts, women's and misses, of synthetic and synthetic fiber/wool fabrics, also of printed cotton; especially interested in sportswear. Direct purchase and agency. Holm, Hansen & Co. (importing distributor, manufacturer), 3 Youngstorget, Oslo. WTD 7/6/62.

240 Lumber, Wood Products, Except Furniture

France

Wood and prefabricated woodwork for housing and interior construction. France-Batiments (manufacturer, importing distributor), Voie M. Fischer, route de Grasse, Antibes A.M. WTD 8/22/62.

242 Sawmill, Planing Mill Products

France

Perfectly straight pieces of pitchpine or other resinous wood, from 32.810 ft. to 49.215 ft. long (10 to 15 meters). Etablissments Tournant (erection and installation of temporary exhibition stands; manufacturer and contractor, importer), 2ter, rue de la Republique, Puteaux, Seine. WTD 8/23/62.

Douglas fir, clear and better No. 2; western red cedar, hemlock, and spruce; requests quotations from U.S. companies, preferably those with sales agents in

France or neighboring countries. Société des Bois Albert Girardeau, S.A. (importer, wholesaler), 134-140 rue Lucien-Gaure, Bordeaux, Gironde.

Norway

Oak parquet flooring. Mr. Lunde, Purchasing Manager, Gustaf Aspelin (importing distributor, wholesaler), 61 O. Akersvei, Okern, Oslo. WTD 6/10/60.

249 Miscellaneous Wood Products

Switzerland

Lumber and wood products. Direct purchase and agency. W. Bosch AG, Holz- und Metallwarenfabrik (manufacturer, wholesaler), Pfaffikon, Canton Zurich.

250 Furniture, Fixtures

Switzerland

School furniture, portable and small furniture. Direct purchase and agency. W. Bosch AG, Holz- und Metallwarenfabrik (manufacturer, wholesaler), Pfaffikon, Canton Zurich.

262 Paper Mill Products, Except Building Paper

Iran

● Paper, quality and color to correspond with samples. Item 1, blue paper, 40 tons, 492 mm. width, 100 grs. sq. meters. Item 2, red paper, 85 tons, 589 mm. width, 110 grs. sq. meters. Invitation to bid from Iranian Tobacco Monopoly, Tehran. Bid deadline Nov. 18.★ (Telephone: WOrth 7-3534.)

New Zealand

● Groundwood printing papers; 630 tons white, 300 tons yellow, 20 tons green. Also gray folding boxboard, 600 reams. Tender 4394. Bid deadline Oct. 26. Specifications available New Zealand Senior Trade Commission, 1145 19th St., NW. Washington 6, D.C.

280 Chemicals, Allied Products

Singapore

Heavy and light chemicals for industry, such as formic acid, acetic acid, industrial alcohol, solvents, glues, plastic polymers, veterinary medications, feed additives, vitamins; biochemical reagents; plant foods, crop protection chemicals and allied agricultural equipment; technical and pure grade chemicals. Sin Heng Chan (1960), Ltd. (importing distributor, manufacturer's agent), 30 Upper Circular Rd., Singapore 1. WTD 7/25/62.

281 Industrial Chemicals

Canada

Industrial chemicals for chemical, pulp and paper, textile and metallurgical firms. Guardian Chemical & Equipment Co., Ltd. (Manufacturer's agent), P.O. Box 392, Station "O," or 9770, Meilleur St., Montreal. WTD 7/31/62.

Pakistan

Soda ash and bleaching powder. Pak Central Chemical Industries, Ltd. (importer, manufacturer), Daryalal St., Jodia Bazar, Karachi 2.

Viet-Nam

Chemical products such as potassium chloride, sodium sulfate, hydro-sodium sulfate, chemical acids; requests replies in French. Direct purchase and agency. Truong-Tho Cong-Thuong (importer, exporter, manufacturer's representative), Vo Ba Cang, Director, 30 Ton That Thiep, Saigon. WTD August 1962.

283 Drugs

France

Chemical products intended for pharmaceutical use. Direct purchase and agency. Requests replies in French. Société d'Exploitation des Produits Pharmaceutiques B.O.N. (manufacturer, wholesaler, and exporter, importer), 21 rue Bargue, Paris 15e. WTD 8/27/62.

Tunisia

● Government of Tunisia invites bids for chemicals and pharmaceuticals, galenicals and specialties to include various herbs, extracts, alkaloids laboratory chemicals, medicinal chemicals such as sulfaguanidine, Vitamin B_1, lactose and phenobarbital; also specialties such as cathomycin, cedilanid, Diamox, antibiotics, phenergan, vitamins. List is long and comprehensive. Bid deadline Oct. 15th. Terms and specifications, in French, available from Embassy of Tunisia, 2408 Massachusetts Ave., Washington, D.C.★ (Telephone: WO 7-2239.)

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Venezuela

Leather and upholstery cleaners; requests replies in Spanish. Supermercado El Dragon "Vicente Fung" (importing distributor), Avenida Avila, La Florida, Caracas. WTD 8/29/62.

287 Agricultural Chemicals

Ireland

Agricultural chemicals. Townsend Flahavan Seeds, Ltd. (importing distributor), Kilmacthomas, Co. Waterford. WTD 9/5/62.

289 Miscellaneous Chemical Products

France

Drilling muds; requests replies in French. Carrieres Souterraines de Montalimbert (producer, importer), 50 avenue de Stalingrad, Villejuif (Seine).

Germany

Antifreeze solutions, car polishes, and similar chemical items for motor vehicles. Joachim Ehrcke (importing distributor), Geschwister-Scholl-Str. 62, Hamburg 20.

Iraq

● Supply of glue and various technical powders. Tender 170/62, bid deadline Oct. 10. Iraqi Ports Administration, Basra. Forms of tender in duplicate available from that authority or Inspectorate General of Ports and Navigation, Ministry of Communications, Baghdad, for $2.80, not refundable.

301 Tires, Tubes

Ghana

● Tires, 1,912, and tubes, 1,438; Ghana Supply Commission's letter (GSC/G/ENQ/CTO) dated Sept. 7. No closing date for bids. Ghana Supply Commission, P.O. Box M.35, Accra, Ghana.★ (Telephone: WOrth 7-3381.)

Viet-Nam

● Tires and tubes, 135, 900 x 16—12 ply, military or heavy duty transport tread; tires and tubes, 210, 1050 x 16—12 ply, military or heavy duty transport tread; tender 0635-30082, bid deadline Oct. 10. Central Purchasing Authority, P.O. Box H-5, Saigon★ (Telephone: WOrth 7-3381.)

306 Fabricated Rubber Products

France

Rubber goods related to flooring, hardware, sanitation; requests replies in French. Direct purchase and agency. Bonneron, Gumet & Cie. (manufacturer, importer, exporter, agent, wholesaler), 9 rue des Peupliers, Boulogne, Seine.

307 Miscellaneous Plastics Products

Canada

Vinyl or plastic lacings, to be used for backs and seats of metal furniture. H. C. Gregoire, Ltd. (importer, exporter, manufacturer), 1371 St. Catherine St. East, Montreal, Quebec.

Switzerland

All types of plastic products. Direct purchase and agency. W. Bosch AG, Holz- und Metallwarenfabrik (manufacturer, wholesaler), Pfaffikon, Canton Zurich.

311 Leather Tanning, Finishing

France

Leather. Requests replies in French. Henri Didelot & Compagnie (trader of leather and raw skins), Templeuve, Nord.

Leather for men's belts. Direct purchase and agency. Société Industrielle de Transformation de l'Elastique et Cuir—S.I.T.E.C. Etablissements Maurice Boinet & Compagnie (importer and manufacturer of men's fancy jewelry and leather belts), 8 rue de Caire, Paris, 2e. WTD 8/14/62.

325 Structural Clay Products

Greece

● Total of 33 retorts to drawing K.355 in one piece, 640 by 350 by 3000 mm. first quality; 9,000 fire bricks equal first quality, 220 by 110 by 52/60 mm.; 1,750 220 by 110 by 52/60 mm. conics, first quality; 30 plain tiles 450 by 260 by 60 mm. according to drawing K-91-92/10; 2,000 fire bricks conics 220 by 110 by 44/60-drawing K-91-92/3; 18,000 kgs. fireclay extra quality (powder). Bid deadline Oct. 12. Municipal Enterprise, Gas of Athens, 100 Piraeus St., Athens.★ (Telephone WOrth 7-4685.)

327 Concrete, Gypsum, Plaster Products

Norway

Building panels of gypsum; for acoustical purposes as well as insulation against heat and cold, for ceilings, walls and floors of housing and commercial buildings. Direct purchase and agency. Christian Berner A/S (importing distributor and manufacturer's agent), 2 Kongensgate, Oslo. WTD 8/31/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Netherlands

Thermic and acoustic insulating materials for pipe systems, sheet insulating materials for boilers. Wishes to import on an exclusive basis. Handelsonderneming Lumisol (importing distributor), 43 Rubenslaan, Utrecht.

331 Steel Mill Products

Germany

Stainless steel wire; stainless, acid resistant vacuum melted steel wire 0.033 in. (0.9mm.) for drawing down to 0.018 mm. for wire cloth filters. Price offers c.i.f. Rotterdam and delivery time for 1,000 kg.

per month from producers only. Direct purchase and agency. Drakus GmbH. Drahtwerk & Kunststoffverarbeitung (wire mill and plastics processing), 5283 Bergneustadt, 113 Koehler Strf. WTD 8/27/62.

India

Tinplate taggers, 42 gauge substance in sheets size 28 in. by 20 in., to be used as closures for metal containers. Britannia Biscuit Co., Ltd. (manufacturer of biscuits, bread, rusks and confectionery), 15 Taratola Rd., Alipore, Calcutta 27. WTD 9/11/59.

● Steel sheet piling, 2000 m.t. Tender H/PUR 12-1024/62 G.S. Bid deadline Oct. 22. I.D.A. Loan. Director, Purchase, River Valley Projects Deppe, New Secretariat Buildings, Patna, Bihar. Tender documents available from India Supply Mission, Washington, D.C., for $10.50 (not refundable) each.

Netherlands

C&F Basrah: 25 metric tons flat galvanized steel sheets; spangled finish waste—gauges 20 to 30—sizes about 24 in. by 50 in. and larger. Packing; original mill export packing, protected by waterproof paper and metal wrapper securely strapped to wooden skids; 2% commission to be included. A.T.T.C., Arab Trade and Tourist Center (commission agent), 56 Kloveniersburgwal, Amsterdam.

Pakistan

☆ High silicon electrical steel sheets, one or both sides insulated, maximum core loss 1.3 watts per pound, at B.10,000, 50 cycles. If in sheet, length and width of standard size but thickness 0.020 in. If in coil, width 30 to 36 in., thickness 0.020 in. Loan 7; U.S. source. S/A No. RM 039614. Credit amount, $24,192. Bid deadline Oct. 13. The Climax Engineering Co., Ltd., G. T. Road, Gujranwala. Cable: CLIMAX, Gujranwala.

☆ Tinplates, coke and electrolytic, coatings 0.25 lb. to 1.25 lb. bright finish, soft temper, 30 gauge only, size 18-2/4 in. by 28 in., 20 by 30 in., 20 by 28 in. and /or larger. Loan 7; U.S. source. S/A No. RM 033172. Credit amount, $13,381. Bid deadline Oct. 15. D. S. Factory, P.O. Box 4594, Agra Taj Colony, Mauripur Rd., Karachi. Cable: OVESTEEL.

☆ Standard quality prime m. s. billets, in length of 18 ft. or above, with heat marks die stamped thereon and accompanied by Works Test Certificate, size 2 by 2 in. Loan 7; U.S. source. S/A No. RM 039655. Credit amount, $81,060. Bid deadline Oct. 13. Malik Mohammad Din & Sons, 43. The Mall, Lahore. Cable: MALIK, Lahore and Karachi.

☆ Mild steel sheets, cold rolled, close annealed, pickled and oiled, Siemens Martin (open hearth) steel, U.S.G. 16 (37¼ by 70½ in., 25½ by 76½ in.; U.S.G. 18, 19, 20. Loan 7; U.S. source. S/A No. RM 033061. Credit amount, $322,350. Bid deadline Oct. 18. National Chemical Industries, F/1, S.I.T.E., Opp. General Motors. Mauripur Rd., Karachi 13. Cable: BARKATI.

☆ Prime tinplate electrolytic, size 29-3¼ by 18 in. by 31.8G, 31-3/8 by 29 1/8 in. by 31.3G. Loan 7; U.S. source. S/A No. RM 039535. Credit amount, $44,100. Bid deadline Oct. 19. Prices should be c. and f. Karachi, preferably in long tons. Bidders are requested to send by airmail their cable address and bank reference. Lever Brothers Pakistan, Ltd., Rock Court, Victoria Road, P.O. 220, Karachi 3. Cable: LEVERBRO, Karachi.

Viet-Nam

Iron and steel, metallurgical products, ball bearings; requests replies in French. Direct purchase and agency. Truong-Tho Cong-Thuong (importer, exporter, manufacturer's representative), Vo Ba Cang, Director, 30 Ton That Thiep, Saigon. WTD August 1962.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Iraq

● Aluminum corrugated sheet, 14,500 pieces. Tender 168/62, bid deadline Oct. 17. Tender forms available for $2.80 (1 dinar) from Purchase and Tender Office, Iraqi Ports Administration, Basrah, or Inspectorate General of Ports and Navigation, Ministry of Communications, Baghdad.

Netherlands

Nonferrous semi-finish rods, sheets, tubes and wires. Direct purchase and agency. Metaalmaatschappij W. van Houten & Zonen C.V. (importer, manufacturer's agent, exporter), 9 Bierstraat, or P.O. Box 513, Rotterdam 1.

Sudan

● Underground telephone cable. Contract 107, bid deadline Oct. 17. Controller, Stores and Workshops, Department of Post and Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WOrth 7-2162.)

342 Cutlery, Hand Tools, General Hardware

Belgium

All kinds of tools. Direct purchase and agency. Ets. Carl Seeger (importer), 34 rue Mignot Delstanche, Brussels 6. WTD 1/27/61.

Netherlands

Hand tools for garages and industry. Direct purchase and agency. Saarloos' Handelmaatschappij N.V. (importing distributor, manufacturer's agent), 35 Katshoek, Rotterdam 1. WTD 9/4/62.

Kitchen gadgets. Handelsonderneming R. Marchant N.V. (importing distributor), 56 Kastanjelaan, Rhenen. WTD 8/28/62.

Lubricating and greasing hand tools including grease adapters—fittings and nipples. Direct purchase and agency. M.D.B. Smeertechniek (importing distributor, manufacturer's agent, manufacturer), 137 Nieuwe Binnenweg, or P.O. Box 584, Rotterdam.

West Pakistan

● Chain pulley blocks 23, 5-ton capacity with lifting and operating chains, tipple gear/bevel gear, with 50% overload capacity up to 10 ft. high from ground. Tender 687/DS/14/D-11/116, deadline Oct. 9. Stores Directorate, Electricity (Operation Branch), West Pakistan Water and Power Development Authority, Bharat Bldg., Lahore.★ (Telephone: WO 7-5592.)

343 Heating Apparatus, Except Electric and Plumbing Fixtures

France

Sprinklers and other watering apparatus (of Melnor type); prices c.i.f. Le Havre in new francs, if possible. Requests replies in French. Etablissements Edouard Rousseau (manufacturer and wholesaler of brass-founding and finishing, taps, watering hoses, sprinklers. 48 boulevard Richard-Lenoir, Paris 11.

344 Fabricated Structural Metal Products

Norway

Building panels of aluminum; for acoustical purposes as well as insulation against heat and cold, for ceilings, walls and floors of housing and commercial buildings. Direct purchase and agency. Christian Berner A/S (importing distributor, manufacturer's agent) 2 Kongensgate, Oslo. WTD 8/31/62.

346 Metal Stampings

Netherlands

Kitchen gadgets. Handelsonderneming R. Marchant N.V. (importing distributor), 56 Kastanjelaan, Rhenen. WTD 8/28/62.

349 Miscellaneous Fabricated Metal Products

Canada

Corrosion resistant equipment, such as piping and fittings; tanks—cylindrical and rectangular; towers; fume ducts and fume systems. Guardian Chemical & Equipment Co., Ltd. manufacturer's agent), P.O. Box 392, Station "O", or 9770 Meilleur St., Montreal. WTD 7/31/62.

Greece

● Hexagonal head bolts with nuts and thread along full bolt shank, and with normal thread, all sizes, approximate value $8,000. Tender 5661, bid deadline Oct. 12. Greek State Railways (SEK), 34 Themistocleous St., Athens.★ Telephone WO 7-5589.)

Iraq

● Cast iron pipe fittings for water supply for the Iraqi Ports Administration, Basra. Tender 167/62; bid deadline Oct. 24. Copy of tender and specifications may be obtained from the Purchase and Tender Office, Iraqi Ports Administration, Basra, or from the Inspector General of Ports and Navigation, Ministry of Communications, Baghdad, for $2.80 (1 dinar).

Ireland

Anodized aluminum parts for eye glasses, 2-3 color engravings; finished parts, ready for mounting on frames; opening order of 1,000 dozen sets; requests replies from aluminum manufacturers. Arclex Optical Corp., Ltd. (manufacturer, exporter), Prism House, 47 Dawson St., Dublin. WTD 9/13/62.

Italy

Real and imitation gold leaf on paper or cellophane suited for hot stamping, decorating, leather goods and similar products. Direct purchase and agency. Requests replies in Italian. Ditta Gettullo Cenci (importing distributor, commission merchant), Lamporecchio, Pistoia.

Nigeria

Bead chains for necklaces, similar to those used for "dog tags" or key holders; 2.5 mm. balls; 5.5 in. lengths and 25 in. lengths. Rogunbi Trading Co. (importer, distributor), 41 Idumagbo Ave., P.O. Box 346, Lagos. WTD 9/12/62.

Pakistan

☆ Gate valves (sluice valves) 48 in. diameter, 4; automatic double kinetee air valves 8 in. diameter. Loan 6; worldwide. VA-2/ICA/66448/DLF/62. Bid deadline Oct. 25. Director General of Supply & Development, Frere Rd., Karachi. Specifications may be obtained from the Embassy of Pakistan, 2315 Massachusetts Ave., N.W., Washington, D.C.★

Scotland

Metal foil tape, approximately ½ in. wide, very thin, with good conductivity, for electric protection of windows and glass doors; when glass is broken, metal foil tape is severed and alarm set in operation. Lander Equipment Co. (manu-

facturer), 6-10 Playfair St., Glasgow, S.E. WTD 5/24/62.

351 Engines, Turbines

France

Special equipment for petroleum industry—diesel or gas engines. Laroche Bouvier & Compagnie (importer and manufacturer of petroleum floating hoses, floating decks and floating suctions) 5 blvd. Edgar Quinet, Colombes, Seine. WTD 7/27/62.

Greece

● Spare parts, GM, Cummins and Caterpillar engines; bid deadline Oct. 25. Piraeus Port Authority (O.L.P.). Technical Service Equipment Management, Naval Engineers Office, Piraeus, Greece. If contract is awarded to a U.S. firm, procurement will be charged against an AID Procurement Authorization.★ (Telephone: WOrth 7-3294.)

● Fuel and oil filters: GM, Buda, Caterpillar, Continental, Ford; tender 236; bid deadline Oct. 31. Land Reclamation Service of the Ministry of Agriculture, Room 316, 60 Kolokotroni St., Athens. If contract is awarded to U.S. firm, procurement will be charged against an AID Procurement Authorization.★ (Telephone: WOrth 7-3294)

India

☆ Steam generating equipment and auxiliaries for Talcher Thermal Power Station. Loan 190; U.S. source. Tender 1396-MS-2. D-Enq./524. Bid deadline extended to Oct. 10. Government of Orissa, Office of Engineer-in-Charge, Talcher Thermal Scheme, Bhubaneswar 1, Orissa. Copies of specification may be obtained free of charge from Gibbs & Hill, Inc., Attention: H. A. Johnson, 393 Seventh Ave., New York 1, N.Y. Previously announced in INTERNATIONAL COMMERCE, Sept. 10, p. 19, with bid deadline of Sept. 28.

Israel

☆ Caterpillar, or equal, D-343, Series A turbocharged and aftercooled, electric set engine, with self regulated static excited (SRSE) generator; 50-cycle, 3-phase, 1,500 r.p.m., 165 (continuous). 200/400-volt, and various equipment. AID Loan 28. U.S. source. Sub-Authorization 791/1/304. Bid deadline Oct. 15. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N.Y., Attention: N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by end of December. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

United Arab Republic

☆ Spare parts for International Engine 100 hp., type of engine D18-UDR 2806-11M; spare parts for Dering, 80 hp. type engine PDU 80-1319. Required by General Organization for Desert Reclamation, 70 Goumhoria St., Cario, Egypt, U.A.R. Lists.★

Viet-Nam

Outboard marine engines; requests replies in French. Direct purchase and agency. Truong-Tho Cong-Thuong (importer, exporter, manufacturer's representative), Vo Ba Cang, Director, 30 Ton That Thiep, Saigon. WTD August 1962.

352 Farm Machinery, Equipment

France

Lawn sprinklers, hose reels, hangers, hose accessories. Direct purchase and agency. Etablissements Doyer (manufacturer and wholesaler of lawn sprinkling material) 207 blvd. Voltaire, Paris, 11e.

Ireland

Farm appliances, implements, electric fences and the like—particularly new products. Townsend Flahavan Seeds, Ltd. (farm seeds, agricultural chemicals), Kilmacthomas, Co. Waterford. WTD 9/5/62.

Israel

Flame cultivators; weed burners, field flamers, and flame throwers for agriculture and forestry. Pazgas, Ltd. (distributor of LP Gas, cooking and heating appliances), 43 Hamasger St., P.O. Box 20071, Tel Aviv. WTD 7/21/60.

Mexico

Used agricultural machinery; requests replies in Spanish. Sr. Gregorio Cruz F. (farmer, cattle raiser, wholesaler), Domicilio Conocida, Guadalupe Victoria, Durango. WTD 9/10/62.

353 Construction Machinery

Belgium

Tractors, bulldozers, shovels, cranes and mobile cranes; all second hand but in good condition. H. Pylyser & Co., P.V.B.A. (importer, wholesaler, retailer, reconditioner), 33 Boomsesteenweg, Aartsellar, near Antwerp. WTD 8/28/62.

Germany

Liquid handling equipment such as pumps, liquid meters, valves, liquid level gauges, manometers, tank and tank truck equipment and fittings; requests replies from manufacturers only. Emba Agenturen GmbH (Emba Agencies), (importer, wholesaler, manufacturer's agent), 4 Stresemannstr., Duesseldorf. WTD 9/5/62.

Ghana

● Level luffing portal cranes, 4, of 3-ton capacity, and 4, of 5-ton capacity. Bid deadline Oct. 31, tender (CIVIL/RLY. CRANES 1/62). For use by Ghana Railway and Harbours Authority at Tema Harbour. Chief Executive Officer, Ghana Supply Commission, P.O. Box M 35, Accra.★ (Telephone: WOrth 7-5592.)

India

☆ Crawler tractors, 380-430 hp., 6, item A(5); pneumatic tired tractors, 205-270 hp., 6 item A(6); reciprocating pumps for drilling machines, 10, D(1). Loan 217; U.S. source. Tender Project/3047-N(A)/Tractor/I. Ref. D/ENQ/546. Bid deadline Nov. 16. Directorate General of Supplies & Disposals, N. I. Building, Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi.

Japan

Beach cleaner; road cleaner machine; 10 of each, for cleaning dust and trash on seashore and streets. S. Kamei & Co., Ltd. (Kamei K.K.), (importers and exporters), 76 Yamashita-cho, Naka-ku, Yokohama. WTD 7/28/61.

United Arab Republic

☆ Various equipment required for groundwater Western Desert reclamation. Tender 254-50-263054-69-22, AID $131,800; tender 221-50-263-54-69-22, AID $98,800; 263A-L2AA-6-20133 P.I.O., $35,000.

Off-highway trucks, 2; tender 254-50-263-54-69-22; 5-ton diesel engine truck, 4 by 4, tender 263-A-12-AA-6-20105 PLOC. Total AID, $77,300.

Limited worldwide (898). Under ICA regulations No. 1. Please state "Or Similar." Bids should be directed to General Organization for Desert Reclamation, 70 Goumhoria St., Cairo, Egypt, U.A.R., before November 1962.★

354 Metalworking Machinery, Equipment

Belgium

Small machine tools. Direct purchase and agency. Ets. Carl Seeger (importer), 34 rue Mignot Delstanche, Brussels 6. WTD 1/27/61.

Ceylon

Complete small plant for making blades for hand hack saws; production capacity 2 gross per hour, 1 in., 12 in. by ½ in. by .025, tungsten and carbon steel, single and double edge. Manampery Industries (importing distributor; manufacturer's agent; manufacturer), 50 General's Lake Rd. Colombo 2. WTD 6/25/62.

France

Wire drawing equipment. Ste. Française des Usines Samsons (manufacturer of scaling brushes), rue Gambetta, Sains du Nord. WTD 8/17/62.

General industrial tools for garages, service stations and for industrial use. Requests replies in French. Société Mecalex (importer, manufacturer, wholesaler of industrial machinery and equipment), 9 avenue Barilliet, La-Garenne-Colombes, Seine.

Automatic machine for manufacture of coat-hangers made of iron wire and used by dyers. Requests replies in French. Ateliers Lucien Sandre (manufacturing of traps for mice, rats, birds and coat-hangers made of iron wire), rue Gambetta, Reuilly, Indre. WTD 8/8/62.

India

Guillotine shear for welded mesh (concrete reinforcement fabrics), new or used rebuilt equipment, must cut welded-mesh fabric having 48 longitudinal wires up to 6 mm. (0.24 in.) in diameter and 60-70 kg./mm. 2 tensile strength, cutting length 2,600 mm. (102 in.), width of passage 2,650 mm. (104 in.), driving motor 3 kw.; welded mesh fabric coiling machines, new or used rebuilt equipment, length of coiler mandrel to accommodate rolls up to 2,650 mm. (104 in.) in length; width 300 mm. (12 in.), maximum external diameter of mesh roll 900 mm. (35 in.), with driving motor. Ct. Alagappan (manufacturer), 32 Haddows Rd., Nungambakkam, Madras 6, Madras State. WTD 8/31/62.

Netherlands

Electric tools for garages and industry; lubricating and greasing apparatus for automobiles. Direct purchase and agency. Saarloos' Handelmaatschappij N. V. (importing distributor, manufacturer's agent), 35 Katshoek, Rotterdam 1. WTD 9/4/62.

Automatic lubricating and greasing equipment and apparatus including 2-lead distributor greasing systems used in steel rolling mills. Direct purchase and agency. M.D.B. Smeertechniek (importing distributor, manufacturer's agent, manufacturer), 137 Nieuwe Binnenweg, or P.O. Box 684, Rotterdam.

Norway

Sheet metal working machinery; shears, press brakes, hydraulic presses. Direct purchase and agency. Lilleide A/S (importing distributor and manufacturer's agent), Skippergaten 19, Oslo. WTD 2/27/62.

355 Special Industry Machinery

Ceylon

Machinery for match factory; liberal credit terms; perhaps through Export-Import Bank of Washington. Specifications.★ Lanka Light, Ltd. (manufacturer), Koralawella, Moratuwa.

Grinding mill for grinding chili beans, red peppers; capacity 1½ tons per day; 440-v., electricity, filling and packaging machine for powdered foodstuffs; packaging machine for packeting into polythene film bags; desired weight, 1 lb.; ½ lb.; ⅛ lb. Tissa Grinding Mills (manufacturer of powdered foodstuffs), 198 Galle Rd., Dehiwala. WTD 4/5/62.

Machinery for cutting of gems in Ceylon with assistance of U.S. firms engaged in this business. M.A.C.M. Saleh (gem merchants), 63 Bristol Bldg., York St., Fort, Colombo. WTD 9/6/62.

Machinery for manufacturing envelopes; paper bags, and plastic goods. General Commercial Corp. (manufacturer; manufacturer's agent, 116 Layards Broadway, Colombo 14. WTD 9/5/62.

Ecuador

Machinery for complete processing plant to produce banana flour; requests replies in Spanish. Frutas del Ecuador C.A. (manufacturer), Casilla 665, Guayaquil.

Package plant for manufacture of sugar cane syrup, including transport of finished product; special tankers; proposals should include electric generating plant; price quotations c.i.f. Guayaquil; technical assistance desired. Cerveceria y Malteria La Victoria S.A. (manufacturer). P.O. Box 206, or Avenida 24 de Mayo 558, Quito.

France

Offset machines. Société Anonymé Erka (manufacturer of knitting machines), 6 blvd. de Turenne, La Ferte-sous-Jouarre, Seine-et-Marne.

Three-sided paper cutter, large offset machines, 2 and 4 colors, well known trade-mark. Requests replies in French. Comptoir General de l'Imprimerie (dealer and importer of printing machines and printing equipment), 18 rue du Terrage, Paris, 10eme.

India

☆ 'Monotype,' or equal, composition caster, equipped with English and Hindi matrices. To be delivered at Belanganj District, Agra (UP). Reference NSIC/HP/2D-2241/62.

☆ 'Pedigree,' or equal, simple carrier reel oven, arranged either for electric or oil firing, totally enclosed in metal sheets. Fitted with 8 trays of 18½ in. by 2 ft. 7 in.; dough dividing machine, model A range covering from 6 oz. to 3½ lb. Complete with suitable motor and starter; major molder, complete with starter and motor from 2 oz. to 4 lb. in weight and from 4 to 12 in. in length; Fyna conical handerup and molder with 2½ hp. motor designed to make 4 oz. to 2½ lb. dough; bread kneading machine, model Gilbert, with removable bowl cap. 150 lb; Fyna, or equal, bread slicer with hand wrapper and heat sealer with motor; cake mixer, capacity 40 quarts, with one bowl and standard attachment. Delivered at Hyderabad. NSIC/HP/2M-3411/62.

☆ 'Manesty," or equal, Drycota 500 combined tablet making and compression coating machine, complete in all respects. Delivered at Madras. NSIC/HP/2M-3412/62.

☆ Waterbury, or equal, No. 8 double action open back cam press No. 7896, negative number 8214 A, with tools, dies and fixtures. Delivered at Salt Contaurs, Madras. NSIC/HP/2M-3420/62.

☆ Capstan lathe 1¼ in. capacity, 'Smart & Brown,' or equal, type L.23. B.S.A. No. 682 automatic screw machines, complete with barhead pneumatic; ⅛ in. capacity tapping machine; tools and implements for same. To be delivered at Sanatnagar (A. P.). NSIC/HP/2M-3421/62.

Above 5 tenders for Loan 144; worldwide. Bid deadline Oct. 29. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Deep gap punching machine, open gap type, suitable for punching up to 2 1/16 in. diameter in plates having thickness up to ¼ in. Press should be of open type construction, so plates of any width could be punched; dynamometer type watt meters having current range of 2.5 and 5 amps., suitable for reading power at power factor of approximately 0.2; bolt and pipe threading machine suitable for cutting threads from 3/16 in. to 1½ in. B. S. W. Whitworth threads and from ⅜ in. B.S.P. pipe thread; automatic butt welding machine suitable for welding of copper winding wires of size .034 in. to 128 in. Loan 157; U.S. source. IL#990151/DLF.157/61/HQ-CG.I. Ref. 4 (102)/62-AID. Bid deadline Oct. 10. Ghandi Electric Industries Pvt., Ltd., 94 Meadows St., Bombay 1.★

☆ Universal hobbing machine type HV-14A, complete with standard equipment and accessories. Delivered at Dewas (MP). NSIC/HP/2B-2923/62. Various machines, forming plant type F.35, anode and cathode diaphragms type Q25; mercury arc glass bulb rectifier; foot operated automatic feed riveters with spares, electrically heated wax droppers. Delivered at Bombay. NSIC/HP/2B-2922/62. Loan 144; worldwide. Bid deadline Oct. 31. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

☆ Induction heating equipment, 100 kw. medium frequency (about 10 kcs.), complete with control and heat stations for heating to 1,200° centigrade for forging and surface hardening with continuous quench for lengths up to 50 in. long and up to 2 in. diameter. Equipment should be complete with inductors and other accessories, spares that may be necessary for maintaining equipment for next 18 months after supply, will be quoted. Loan 157; U.S. source. IL#AU/GL/MTC/78/DLF/361. Ref. 2(34)/62-AID-LL. Bid deadline Oct. 19. Metropolitan Springs Pvt., Ltd., Antop Hill, Wadala, Bombay 31.

● Overhead traveling cranes, 7, 3-ton capacity, I.S.M. Ref. D/ENQ/531, tender 213/BEAS/PR/4068, bid deadline Nov. 12. T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Nangal Township, Punjab. Specifications available free of charge from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.

One platen or flat bed automatic printing machine. The Universal Art Press (quality printers undertaking all types of commercial and private job printing), Vishnu Bhawan, Mills Area, Sakchi, Jamshedpur 1, Bihar. WTD 8/1/62.

☆ Fin machine head mounted on cabinet, complete with coil holder, electric motor ⅓ hp. 1,425 r.p.m. and starter gear, including 2 springs, extractor stud and 3-cut-off gears and automatic stacking device. Complete tube machine, including pretinning unit stage I, complete with access, tube forming machine, stage II, complete, automatic tube out, off stage III, complete with accessories. To be delivered at Jumna Bridge. NSIC/HP/2D-2196/62.

☆ Metalizing unit, complete with glow discharge unit, work holding assembly consisting of 2 four-wheeled dolly, 2 rotary reel carriages, 2 sets of 6 rotary reels and filament assembly, all arranged for operation on 440-volt, 50-cycle, 3-phase current; spare parts for above vacuum metalizing unit; station rotators; stainless steel dye tanks; electrically heated six truck bake oven; electrically heated vapor degreaser of stainless steel. NSIC/HP/2B-2846/62.

Above 2 items for Loan 144; worldwide. Bid deadline Oct. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Korea

☆ Machinery for dyeing and finishing plant. Loan 94; worldwide. Purchase has been cancelled by Office of Supply, Government of Republic of Korea, Seoul. Previously announced in INTERNATIONAL COMMERCE, Aug. 27, p. 25, with bid deadline of Sept. 10.

Nicaragua

Molds to be used for production of articles of expanded polystyrene, styropor; second-hand molds of aluminum, steel or iron for production of various articles of material. Hammer & Stein Cia., Ltda. (manufacturer), Aptdo. 204, Managua. WTD 12/12/61.

Norway

Dairy machinery; pasteurizers for operation at temperature approximately 230° F. Direct purchase and agency. A/S Meieribyraaet (importing distributor and manufacturer's agent), 84b Wm. Thranesgate, Oslo. WTD 9/7/62.

Agitators and agitator equipment; for chemical and food industries. Direct purchase and agency. A/S Norske Staalprodukter (importing distributor and manufacturer's agent), 41-50 Ths. Heftyesgate, Oslo. WTD 12/1/61.

Singapore

Equipment for extruding plastic containers and appliances. Sin Heng Chan (1960), Ltd. (importing distributor, manufacturer's agent), 30 Upper Circular Rd., Singapore 1. WTD 7/25/62.

South Africa

Can packing machinery to pack 100 5½-oz. jitney type cans into corrugated 17 by 13 by 7 in. containers. Federal Fish Packers, Ltd. (marketing company), Oceana House, 20 Lower Burg St., P.O. Box 4239, Cape Town. Illustration.★

One complete chlor-alkali electrolysis plant for treatment of fish oils. Arex Technical Agencies (engineer, indent and manufacturer's agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

Turkey

Knitting machines for lace and socks; requests replies in French. Hilel Ibrahimzade, T.A. Turel Kol. Sti. (importer, exporter, manufacturer), Mercan, Havanci Sokak, Emek Han 19/17, Istanbul. WTD 8/31/62.

☆ To modernize and to renew existing plant requiring following machines: glue spreader, automatic knife grinder, veneer clipper. Loan 11; worldwide. Amount of credit, $13,500. Bid deadline Oct. 23. Hasan Nazmi Avunduk, Bahariye cad. No. 1-2, Evup, Istanbul.★

☆ Machinery required for existing steel foundry: turn-over molding machine, table size, 820 by 11,000 mm. max. holding pressure 9 tons; sand slinger with 19 in. diameter head and an operational radius of 9 ft., 3 in. with capacity of at least 250 kg. of sand per minute, complete with bucket elevator, 3-ton sand hopper, sand feeder and all necessary electric motors and controls. Loan 11; worldwide. Amount of credit, $44,100. Bid deadline Oct. 23. Elektrometal Sanayii A. S., Alibey Koyu Yolu Uzerinde, Silahtar, Eyup, Istanbul.★

356 General Industrial Machinery, Equipment

France

Mechanical, electrical, and electronic speed reducing gears of low, average and high power. Vareduc (importer, retailer, manufacturer), 2 rue Joseph Riviere, Courbevoie (Seine). WTD 8/10/62.

Greece

● Lubricating oil filters for following makes of diesel engines: Mirrlees, Skoda, Buckeye, Man, Worthington, Wumage; and 3 portable lubricating oil reclaimers. Approximate value, $11,500. Tender DED-541, deadline Oct. 4. Public Power Corp., 30 Chalkokondyli St., Athens.★ (Telephone: WO. 7-5592.)

India

☆ U.S. ball and/or roller bearings of SKF or equivalent make. Loan 157; U.S. source. IL#99082/DLF.157/HQ/61. Ref. 41(658)/61-AID-II. Bid deadline Oct. 19. Jyoti, Ltd., Baroda 3. Cable: JYOTIPUMPS, Baroda.★

Japan

Price marking machine, tag and label. Okabe Trading Co., Inc.; Okabe Boeki K.K. (exporter, manufacturer's agent, importing distributor), 4 Shinjuku 1-chome, Shinjuku-ku, Tokyo. WTD 3/21/60.

Taiwan

● Submersible booster pumps, 2 sets, operated under suction pressure of 8 p.s.i.g., at discharge of 360 U.S. gallons p/min. against total head of 120 ft., including submersible motor of 15 bhp. for each. Sump pump with motor and starter, capable of discharging 20 U.S. gallons p/min. against total head of 10 ft. Tender GF3E13185E, deadline Oct. 16. To be used by The Taipei Regional Water Supply Commission. Purchasing Department, Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: WOrth 7-5589.)

357 Office, Computing, Accounting Machines

France

Office machines. Burotype, S.A. (importer of office machines and equipment), 22-24 rue St. Georges, Paris, 9e. WTD 8/20/62.

Electrical typewriters, small office machines, adding and printing machines. Société Anonymé Erka (manufacturer of knitting machines), 6 blvd. de Turenne, La Ferte-sous-Jouarre, Seine-et-Marne.

358 Service Industry Machines

Liberia

Room air conditioners. "Universal" Tashoian Brothers (importing distributor), Center St., P.O. Box 608, Monrovia. WTD 8/22/62.

Libya

Institutional size equipment: potato peelers, meat grinders, cheese graters, pasta machines, fruit juicer, electric egg mixer and mayonnaise blender, potato puree maker, vegetable slicer, ice crusher. Fratelli Giovanni, Fratelle Scuole Cristiani (school), Sciara Afghani 1, Tripoli.

Norway

Air conditioners; package type for commercial and industrial buildings, also room air conditioners for homes and offices. All electric appliances must be wired for 220 volts, 50 cycles. Direct purchase and agency. A/S Moderne Kjoling (importing distributor and manufacturer's agent), Wm. Thranesgate 42, Oslo. WTD 8/31/62.

Qatar

Air conditioner, room units. Jaber Mohamed Al-Jaber (importer and wholesaler), P.O. Box 247, Doha. WTD 8/30/62.

360 Electrical Machinery, Equipment, Supplies

Norway

Components for household washing machines, automatic and non-automatic, such as valves, switches, thermostats, electric motors ½-½ hp. gears; all electric components must be for 220 volts and 50 cycles. Emaljeverket A/S (manufacturer), Lorenveien 51, Hasle, Oslo. WTD 9/6/62.

361 Electric Transmission, Distribution Equipment

El Salvador

● Supply of transformers, lightning rods, fuses, and insulators. Tender IM 18/62. Bid deadline Oct. 10. Administración Nacional de Acueductos y Alcantarillados (Proveeduria), 2a. Av. Nte. No. 512, San Salvador, El Salvador. Tender invitation available for review (in Spanish.) ★ (Telephone: WO 7-2175.)

India

● Supply of 10 power transformers. Tender SE-557, bid deadline Oct. 17. Purchase restricted to equipment of U.S. origin or manufacture and will be made under Export-Import Bank credit. Tender documents available from India Supply Mission, 2536 Maccachusetts Ave. N.W., Washington 8, D.C., for $10.50.

Iraq

● Supply and installation of two 500 kv.-a. transformers. Tender 87. Bid deadline Oct. 20. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq, for $2.80.

Netherlands

Electric testing apparatus for automobiles. Direct purchase and agency. Saarloos' Handlemaatschappij N.V. (importing distributor, manufacturer's agent), 35 Katshoek, Rotterdam 1. WTD 9/4/62.

Thailand

☆ Pole line hardware. Loan 19; worldwide. Invitation PDC-MEA-136. Bid deadline Oct. 22. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok, Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., N.W., Washington 8, D.C.★

362 Electrical Industrial Apparatus

Burma

● Supply of two 200-kw., 40-volt, 3-phase 50-cycle generators and 2 switchboards. Tender RM/4; bid deadline Oct. 16. Revolutionary Government of the Union of Burma, State Agricultural Marketing Board (SAMB), 70 Phayre St., Rangoon, Burma.★ (Telephone: WOrth 7-2175.)

France

Small electrical apparatus for industrial use such as photoelectrical cells, micromotors, microrelays. Direct purchase and agency. Electro Controle (manufacturer), 36 blvd. de la Bastille, Paris 12e.

Iraq

● Portable battery charging sets, 300, and spare parts. Capacity 300 watts, output 15 volt for charging 12 volt batteries; tender SIGS/11/962, bid deadline Oct. 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Specifications and tenders available from that authority against payment of $1.40 for each set.★ (Telephone: WOrth 7-3294.)

● Supply of arc welding electrodes; tender 169/62, bid deadline Oct. 17. Iraqi Ports Administration, Basra. Tender forms in duplicate available for $2.80 (1 dinar) from that authority or Inspectorate General of Ports and Navigation, Ministry of Communications, Baghdad.

363 Household Appliances

Canada

Small household electric appliances on exclusive Canada-wide basis; good quality in low to medium price range. A. A. Deyong, Ltd. (wholesale distributor, importer), 2717 West Broadway, Vancouver 8, B.C.

Liberia

Household refrigerators. "Universal" Tashoian Brothers (importing distributor), Center St., P.O. Box 608, Monrovia. WTD 8/22/62.

Mexico

Repair parts for household appliances such as refrigerators, washing machines, stoves, boilers, irons, mixers and blenders. Sr. Ramon R. Hinojosa C. (retailer), Venustiano Carranza Pte. 652, Saltillo, Coahuila. WTD 9/10/62.

364 Electric Lighting, Wiring Equipment

Greece

● Supply of 1 million splicing sleeves. Tender 5992, bid deadline 12 noon Oct. 25. Estimated value of contract $68,500. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens, Greece.★ (Telephone: WOrth 7-2175.)

India

● Supply of runway, approach, threshold and turning pad lights. Tender SE-550/M/4-5&8-17, bid deadline 11 a.m. Oct. 18. Purchase restricted to equipment of U.S. origin or manufacture. India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.

365 Radio, Television Sets

Netherlands

All items in field of radios, televisions, tape recorders and necessary measuring equipment. N.V. Ingenieursbureau Connector (importing distributor), 634 Prinsengracht, Amsterdam.

366 Communications Equipment

Turkey

☆ VHF radiotelephone system working with frequency modulation to provide communication between operation centers and mobile vehicles of electric system of Istanbul; 10 fixed, 10 mobile, 10 portable transmitter receiver units and complete repeater station equipment. One fixed unit will be spare, the others and repeater station equipment will be installed in stations at 2 sections of electric system. Loan 98; worldwide. Bid deadline Oct. 18. IETT Administration, Metrohan, Beyoglu, Istanbul. Interested suppliers may obtain copies of specifications from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Ceylon

● Supply of 5,300 diesel and gasoline engine starting batteries. Bid deadline 10 a.m. Nov. 7. Chief Supplies Officer, Ceylon Transport Board, Supplies Division, Werahera, Boralesgamuwa, Ceylon.★ (Telephone: WOrth 7-2175.)

371 Motor Vehicles, Equipment

France

New automobile accessories. Société Sofranaf (importer, wholesaler of automobile accessories), 15 rue du Louvre, Paris, 1e. WTD 8/16/62.

India

☆ Studebaker parts: self-starter, bushing bendix, spring starter, king pin, elbow fuel pump, ball stud, pins, bearing knuckle thrust, cup R. H. shaft bearing, damper, plug water jacket 1½ in.; Chevrolet parts: wheel cylinder cup 1 in., retainer steering assembly, packing steering, lock brake packing, seal steering pitman, steering gear shoe pin, spring clutch pedal, retainer front engine mounting, lock, engine bedding. Loan 217, U.S. source. IL#A-598355/-61/AU-DW/CCI/HQ/RM. Ref. 61 (3)/62-AID(1). Bid deadline Oct. 15. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1. ★

☆ U. J. repair kit for Jeep; king pin units for Ford V-8; carburetors. Loan 217; U.S. source. IL#E-170134/61/EI/CCI. Ref. 60(340)/62-AID(1). Bid deadline Oct. 20. Jullundur Motor Agency (Delhi). Pvt., Ltd., Kashmere Gate, Delhi.

☆ Studebaker parts: shock absorbers, pistons, piston rings, thin walled bearings, cartridges, valves, guides and springs. Chevrolet parts: thin-walled bearings, shock absorbers, elements, gaskets, valve and guide, rings, pistons. Loan 217; U.S. source. IL#A-598767/61/AU-DW/CCI/HQ/RM. Ref. 44(124)/61-AID(1). Bid deadline Oct. 15. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1. ★

Qatar

Auto parts and accessories for standard U.S. motor vehicles. Naama Contracting & Trading Co. (importer, wholesaler, commission agent), P.O. Box 23, Suq Wajif St., Doha. WTD 9/2/62.

381 Engineering, Laboratory, Scientific and Research Instruments, Associated Equipment

France

Electric measuring apparatus used in spatial field. Albert Le Boeuf & Fils (manufacturer, wholesaler, exporter, retailer), 134, rue des Gros Gres, Colombes, Seine. WTD 8/14/62.

Electronical measurement apparatus. Requests replies in French. Etablissements Measureur (manufacturer and importer of electrical and electronic scientific apparatus), 30 rue Sedaine, Paris, 11e.

Singapore

Laboratory apparatus. Sin Heng Chan (1960), Ltd. (importing distributor, manufacturer's agent), 30 Upper Circular Rd., Singapore 1. WTD 7/25/62.

384 Surgical, Medical, Dental Supplies

Iraq

● Miscellaneous hospital, operating room, and laboratory equipment and supplies including surgical instruments, ophthalmoscopes, stethoscopes, needles, catheters, thermometers, and beakers. Bid deadline Dec. 2. Terms and specifications may be obtained from Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60, plus 70¢ airmail charge. ★ (Telephone: WOrth 7-2934.)

386 Photographic Equipment, Supplies

France

Photocopying machines. Société Anonyme Erka (manufacturer of knitting machines), 6 blvd. de Turenne, La Ferte-sous-Jouarre, Seine-et-Marne.

393 Musical Instruments, Parts

Canada

Electric organs from manufacturer for sale in Canada under trade name "Briscoe"; to retail at prices ranging from $800 to $1,200, or lower if possible. Briscoe's Credit Jewellers and Distributors (importer, wholesaler, retailer), 4849 Kingsway, Burnaby 1, B.C. WTD 1/23/62.

394 Toys, Sporting Goods

Netherlands

Hobby kits, particularly construction sets of ships; no dolls; good quality medium or low priced toys. "Edor" Handelsonderneming (importer, exporter, wholesaler), 57 Singel, Amsterdam-C. Att. E. Regoor. WTD 9/6/62.

Viet-Nam

Fishing hooks; requests replies in French. Direct purchase and agency. Truong-Tho Cong-Thuong (importer, exporter, manufacturer's representative), Vo Ba Cang, Director, 30 Ton That Thiep, Saigon. WTD August 1962.

396 Costume Jewelry, Novelties

France

Men's fancy jewelry, cuff links. Direct purchase and agency. Société Industrielle de Transmorfation de l'Elastique et Cuir—S.I.T.E.C., Etablissements Maurice Boinet & Compagni (importer and manufacturer of men's fancy jewelry and leather belts), 8 rue du Caire, Paris, 2e. WTD 8/14/62.

399 Miscellaneous Manufacturing Industry Products

Canada

Good quality tobacco accessories of all types. Eric D. Greenlaw & Co. (manufacturer's agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

France

Publicity calendars, publicity matter. Direct purchase and agency. La Decalcomanie Publicitaire (wholesaler of processed paper, self fixing labels and commercial printed paper), 10 rue d'Armaille, Paris 13. WTD 8/22/62.

505 Raw Material Farm Products

France

Raw skins. Requests replies in French. Henri Didelot & Compagnie (trader of leather and raw skins), Templeuve, Nord.

781 Motion Picture Production, Distribution

Ceylon

Motion pictures; motion films including documentaries and serials. Purchase of sole exhibition rights to be run on contract basis. Direct purchase and agency. P. Sivanandan (importing distributor), P.O. 298, Colombo. WTD 10/30/61.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Miscellaneous Commercial Farm Products

Pakistan

Vegetable seeds. Larsen & Toubro (Pakistan), Ltd. (manufacturer's agent, commission merchant), Noor Chambers, 33, Jinnah Avenue, P.O. Box 1, Dacca 2. WTD 4/6/62.

Venezuela

Flowers; fresh cut. Requests replies in Spanish. J Gonzalez Estarriol (representative), Edificio San Francisco, Local D, Avenida Fuerzas Armadas, Caracas, Aptdo. 2720. WTD 8/20/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Burma

Dried fruits and fruit juice. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter), 52 27th St., Rangoon. WTD 9/11/62.

Netherlands

Firm interested in representing first-class U.S. canner of canned peaches, fruit cocktails, pears and pineapple. N.V. Handelsvennootschap v/h Gloe & Co. (importer, exporter, wholesaler, transit dealer), 378 Mathenesserlaan, or P.O. Box 370, Rotterdam. WTD 7/13/62.

220 Textile Mill Products

Germany

Ribbons, elastics for foundation garments, woven and printed textile labels, nylon or other synthetic zippers, bias tapes for aprons; nylon, other synthetic, satin, tulle or voile fabrics with plastic coated ornaments looking like lace or embroideries for manufacture of brassieres, foundation garments, night gowns, dressing gowns, and cocktail dresses; requests replies from manufacturers only. Gustav Prange (manufacturer's agent), 78b Gronaustr., Wuppertal-Barmen. WTD 10/19/61.

Norway

Elastic webbing for corsets. R. L. Henriksen (manufacturer's agent), 4 Tollbodgaten, Oslo. WTD 9/13/62.

Singapore

Nylon/viscose/cotton mixed fabrics,

100% cotton fabrics; dyed; 54 in. wide, rolls of 30 to 50 yds.; requests offers from weavers at lowest possible c.i.f. Singapore prices. The Anglo-Thai Corp., Ltd. (agent), P.O. Box 47, Mercantile Bank Bldg., Singapore 1. WTD 8/31/62.

223 Broad Woven Fabric Mill, Wool Products, Including Dyeing and Finishing

Nigeria

Tailors' materials—wool of synthetic fibers suitable for making men's suits, trousers and women's dresses. D. I. O. Okechukwu (tailoring), 41A New Market Rd., Onitsha. WTD 9/6/62.

225 Knitwear

Germany

Fine knitware, fully fashioned; men's shirts, blouses, made of cotton and synthetic fiber, finely finished qualities only; requests replies in German. Kurt Riegner (manufacturer's agent), Veilchenstr. 6, Hannover.

228 Yarn, Thread Mill Products

Burma

Yarns—synthetic, rayon, nylon. Lower Burma Indenting Agency (commission agent), 30 27th St., Rangoon. WTD 9/12/62.

230 Apparel

France

Sportswear. Raymond Samaha (agent), 51 rue du Montparnasse, Paris 14.

Rhodesia, Nyasaland

Men's tropical suits; ladies' foundation garments and swimwear. Cecil Werelius (manufacturer's representative), P.O. Box A55, Avondale, Salisbury, Southern Rhodesia.

233 Women's, Misses', Juniors' Outerwear

Norway

Low priced synthetic and cotton/synthetic blend dresses for juniors and misses; jersey dresses for women. Buck-Tekstilagentur (manufacturer's agent), 18-20 O. Slottsgate, Oslo. WTD 9/13/62.

252 Office Furniture

Saudi Arabia

Office furniture. Anwar Abu al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

264 Converted Paper, Paperboard Products

France

Labels; requests replies in French. Les Etiquettes de France (manufacturer, wholesaler), 22 rue Deparcieux, Paris 14.

Norway

Washable wallpaper. Kroghen & Zibell (manufacturer's agent), 4 Jernbanetervet, Oslo. WTD 9/7/62.

281 Industrial Chemicals

Pakistan

Textile chemicals. S. Aboobakar Co. (importer, exporter, manufacturer, wholesaler, manufacturer's agent), 79, Osman Manzil, Bombay Bazar Karachi.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade fibers, Except Glass

Burma

Plastic molding powder—polystyrene and polythelyn, natural and color compound, for injection molding. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter) 52 27th St., Rangoon. WTD 9/11/62.

283 Drugs

Burma

Antibiotics and vitamins for human and animal consumption. Lower Burma Indenting Agency (commission agent), 30 27th St., Rangoon. WTD 9/12/62.

France

Vitaminized or non-vitaminized fish oil; requests replies in French. Stephane Perrin (sales agent), 12 rue Dupetit Thouard, Paris 13.

Saudi Arabia

Medicines, ready made, good quality, especially antibiotics and vitamins. Al-Shafa Drug Stores (importer, retailer, wholesaler and commission agent), P.O. Box 125, Alkhobar. WTD 9/9/62.

Pharmaceuticals. Anwar Abu al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Burma

Toilet articles such as lipsticks, face powder, rouge, hair oil and soap. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter), 52 27th St., Rangoon. WTD 9/27/62.

Saudi Arabia

Cosmetics; ready made ladies' and men's toilet preparations, creams, oils, powders, eau de cologne, soap, shampoo, hair dyes, and similar drug store supplies; toilet accessories; tampons, brushes, perfume vaporizors and similar drug store, beauty and hairdo supplies and sundry accessories. Al-Shafa Drug Stores (importer, retailer, wholesaler and commission agent), P.O. Box 125, Alkhobar. WTD 9/9/62.

287 Agricultural Chemicals

Pakistan

Agricultural fertilizers and chemicals. Larsen & Toubro (Pakistan), Ltd. (manufacturer's agent, commission merchant), Noor Chambers, 33 Jinnah Ave., P.O. Box 1, Dacca 2. WTD 4/6/62.

289 Miscellaneous Chemical Products

France

Dopes of all types, clear, pigmented, colored and others. General agency for Gironde and region. Mondial Oil (Georges David), (importer, wholesaler, processor), 46-49 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 8/7/58.

299 Miscellaneous Petroleum, Coal Products

France

Petroleum jelly or white oil suitable for use in skin creams and related cosmetics. R. Orephine Aubert (manufacturer, exporter), 23 rue Neuve, Bordeaux, Gironde. WTD 3/6/62.

Lubricating oils and greases of good quality for automotive, aviation and industrial uses. General agency for Gironde and region. Mondial Oil (Georges David), (importer, wholesaler, processor), 46-49 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 8/7/58.

301 Tires, Inner Tubes

Saudi Arabia

Tires and tubes. Anwar Abu Al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

307 Miscellaneous Plastics Products

Netherlands

Plastic floor covering. H. P. A. Balm (sales agent), Sportlaan 208 A, Amstelveen.

322 Glass, Glassware

Rhodesia, Nyasaland

Hotel and domestic glassware. Cecil Werelius (manufacturer's representative), P.O. Box A55, Avondale, Salisbury, Southern Rhodesia.

331 Steel Mill Products

Cambodia

Iron rods for construction purposes; 13 mm. and 16 mm. diameter; 12 meter lengths; from 12,000 to 20,000 metric tons yearly. Ets. Union Asiatic Corp. (commission merchant), 267 Vithei Ang Duong, Phnom-Penh. WTD 7/13/62.

342 Cutlery, Hand Tools, General Hardware

Philippines

Furniture hardware: drawer locks, swivel springs, knobs, handles, pulls, metal legs, and other hardware items. A.L. Climace Industries, Inc. (wholesaler, retailer), 240 Magallanes St., Cebu City. WTD 9/4/62.

344 Fabricated Structural Metal Products

Germany

Technical equipment, fixtures and accessories for steam boilers and industrial furnaces. Bergner, Industrievertretungen (manufacturer's agent), Matthiasstr. 4, Hannover.

345 Screw Machine Products, Bolts, Nuts

Belgium

Bolts and nuts used in aeronautical industry. Watchful (importer), 106 rue Paul Janson, Marcinelle.

351 Engines, Turbines

Burma

Light diesel engines, stationery and

marine types, up to 25-30 bhp. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter), 52 27th St., Rangoon. WTD 9/11/62.

Viet-Nam

Small gasoline motor of low horsepower. Curt R. Shaefer (manufacturer's agent), 14 Ton That Dam (1st floor), P.O. Box 468, Saigon. WTD 9/12/62.

352 Farm Machinery, Equipment

Pakistan

Animal husbandry equipment and appliances. Larson & Toubro (Pakistan), Ltd. (manufacturer's agent, commission merchant), Noor Chambers, 33 Jinnah Ave., P.O. Box 1, Dacca 2. WTD 4/6/62.

354 Metalworking Machinery, Equipment

Netherlands

Tools and equipment for garages. N.V. Meetreco (manufacturer's agent), 7-9 Posthoornstraat, Rotterdam-1.

355 Special Industry Machinery

France

Label printing equipment and accessories; requests replies in French. Les Etiquettes de France (manufacturer, wholesaler), 22 rue Deparcieux, Paris 14.

Nigeria

Machinery for tailors; foot-powered as well as electrically powered machines; electric power available is 50-cycle 230-volt alternate card. D.I.O. Okechukwu (tailcring), 41A New Market Rd., Omitsha. WTD 9/6/62.

356 General Industrial Machinery, Equipment

Belgium

Roller bearings used in aeronautical industry. Watchful (importer), 106 rue Paul Janson, Marcinelle.

Burma

Domestic water pumps, centrifugal and plunger type, diesel and motor driven, up to 2 in. suction and delivery. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter), 52 27th St., Rangoon. WTD 9/11/62.

357 Office, Computing, Accounting Machines

Germany

Office machinery of all kinds. Hans Stumpf (importer, exporter, wholesaler, commission merchant, manufacturer's agent), 173 Duesseldorfer Landstrasse (41), Duisburg-Buchholz. WTD 6/26/59.

Nigeria

Business efficiency equipment, having unusual performance capabilities. Scan African Trading Co. (importers, wholesalers and retailers), 18 Jebba St., East, Ebute-Metta, Private Mail Bag 1010, Yaba, Lagos. WTD 9/12/62.

358 Service Industry Machines

France

Automatic, coin-operated vending machines for gum, candy and other products. General agency for France. J. Viriot & Cie. (Ets.) (wholesaler, retailer, sales agent), 50 Cours Balguerie-Stuttenberg, Bordeaux, Gironde. WTD 8/10/62.

Saudi Arabia

Air conditioners. Anwar Abu al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

362 Electrical Industrial Apparatus

Burma

Electric generating sets, diesel engine driven, up to 30 kilowatt. Hla Tin Trading Corp. (importer, wholesaler, retailer, sales and commission agent, exporter), 52 27th St., Rangoon. WTD 9/11/62.

363 Household Appliances

Germany

Light serving wagons or carts; for food, beverages, office supplies for use in hotels, restaurants, households and offices. Wilhelm Ebinger, Metallwarenfabrik (manufacturer) 1 Im Hoelzle, Grunbach/Remstal (Weurtt.)

Saudi Arabia

Electrical household appliances such as refrigerators, freezers, mixers, cleaners, fans, heaters and similar domestic electrical appliances. Ahmed & Essa Aljalahema (importer, retailer, wholesaler, manufacturer and commission agent), P.O. Box 70, Alkhobar. WTD 9/9/62.

Electrical household appliances such as refrigerators, washing machines, fans. Anwar Abu al-Jadayil & Sons (importing distributor), P.O. Box 72, Jidda. WTD 8/22/62.

367 Electronic Components, Accessories

Belgium

Electronic tubes used in aeronautical industry. Watchful (importer), 106 rue Paul Janson, Marcinelle.

371 Motor Vehicles, Equipment

Ireland

Motor car parts. Continental Agencies (manufacturer's agent), Coachford, County Cork. WTD 7/23/62.

Netherlands

Automotive parts and accessories, including brake lining. Exclusive agency. Jac. Jaspers Agenturen (sales agent), 34 Est. de Boer van Rijkstraat, Amsterdam.

Automobile accessories. N.V. Meetreco (manufacturer's agent), 7-9 Posthoornstraat, Rotterdam-1.

373 Shipbuilding, Repairing

Israel

★★ Morris Greenberg, Ltd., 89 Salame St., Tel Aviv, Israel, desires to become sales agency for U.S. aluminum boats.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Philippines

Refrigeration controls. Engineering & Machinery Corp. (manufacturer's agent, importing distributor, manufacturer), P.O. Box 1485, Manila. WTD 4/21/61.

386 Photographic Equipment

Switzerland

Photographic equipment and accessories. Perrot AG (importing distributor), 5 rue Neuve, Biel.

394 Toys, Sporting Goods

France

Sports articles such as nets and balls for basketball and volley ball. Raymond Samaha (agent), 51 rue du Montparnasse, Paris 14.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions, Except Precious Metals

Norway

Costume jewelry; especially hair clips and brooches; mass-produced. Chr. Farup (manufacturer's agent), 32 Dronningensgate, Oslo. WTD 4/7/62.

399 Miscellaneous Manufacturing Industry Products

France

Dispensers and dispensing units for soap, liquid, beverages and other categories, preferably New systems. J. Viriot & Cie. (Ets.), (wholesaler, retailer, sales agent), 50 Cours Balguerie-Stuttenberg, Bordeaux, Gironde. WTD 8/10/62.

505 Raw Material Farm Products

Netherlands

Raw cotton. Van Peski & Co. (importing distributor, commission merchant, broker), 7a Kipstraat, or P.O. Box 872, Rotterdam. WTD 9/5/62.

Leads for Importers

Commodities are offered direct unless specified.

001 Field Crop Farm Products

Indonesia

Non-edible oil-bearing peanuts. International Agencies, Inc. (manufacturer's agent and export merchant), Darmo Raya 122, Surabaya, Djalan Praban 35, Surabaya. WTD 6/4/62.

201 Meat Products

New Zealand

Meat and meat products including beef, mutton, lamb, pork, tinned meats, tallow, hides, bone and bone-meal, high protein poultry, meat-meal, sheepskins (natural and made into dyed rugs). S. A. Jackson & Co., Ltd., P.O. Box 3633, Auckland, C.1. WTD 10/7/57.

209 Miscellaneous Food Preparations, Related Products

Japan

Agar agar, ginseng, dried red chillies, peppermint oil, menthol crystals, natural refined camphor, borneol, pyrethrum flower and its products, bleached vegetable wax, loofah. Horio & Co., Ltd., P.O. Box 314, Shosen Bldg., Kobe. WTD 5/29/59.

225 Knitting, Mill Products

Hong Kong

Ladies' beaded lambs' wool sweaters. F. C. Monroe & Co., 64 French Bank Bldg., P.O. Box 2762, Hong Kong. WTD 12/13/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

France

Woodwork (windows—French windows; first choice, mahogany only). Fance-Batiments, Vole M. Fischer, route de Grasse, Antibes A.M. WTD 8/22/62.

314 Footwear, Except Rubber

Japan

Extra-soft fine genuine infant leather shoes. Fuji Kogei Sha, Ltd., No. 13, Minami 2-Chrome, Ebisu, Shibuya-Ku, Tokyo. WTD 5/29/62.

336 Nonferrous Foundry Products

Canada

Metal-man aluminum cold casting metal (autobody patching compound). Superex, Ltd. (manufacturer), 1732 Notre Dame St. West, Montreal, Quebec. WTD 9/7/62.

342 Cutlery, Hand Tools, General Hardware

Sweden

Rigging blocks (made of laminated Bakelite with shackles of high quality Swedish steel). Ingeniorfirman Yngve Cassel AB (manufacturer, exporter and wholesaler), Gambrinusgatan 2, Stockholm K. WTD 3/16/53 (being revised). ★

355 Special Industry Machinery

Germany

Construction machinery and molds for production of concrete pipes. Maschienenfabrik Ettlingen Friedrich Pfeiffer KG (manufacturer, exporter, importer), 4-6 Bulacher Strasse, 7505 Ettlingen/Baden. WTD 8/31/62.

367 Electronics Components, Accessories

Netherlands

Magnetic production control systems (magnetic visible statistical record equipment). Efficienta (manufacturer and exporter), la Prinses Marijkestraat, Krimpen a/d Ijssel. WTD 8/15/62.

394 Toys, Athletic Goods

Pakistan

All types of sporting goods. Tajmahal Sports Co., Sialkot City.

599 Gifts, Novelties, Souvenirs

Sweden

All kinds of gift articles in wood and metal—glassware and chinaware. Scangothia Kommanditbolag Olsson & Co., Gothenburg C, Sweden St. Badhusg, 1C. WTD 4/27/59.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Luis Fernando Chafir, representating CIA, Argentina Cuqui, S.R.L. Corrientes 4338, Buenos Aires, interested in **automotive spare parts**—import. Sept. 9 via New York for 1 month; c/o Gorham Hotel, 136 W. 55th St. New York, N.Y. Itinerary: New York, Philadelphia.

Australia

Arthur J. Vann, representing Premier Blinds Pty., Ltd., 84 Lutwyche Rd., Windsor, Brisbane, Queensland, interested in manufacture and marketing of **aluminum building materials** such as **sidings, venetian blinds** and **awnings.** Oct. 5 via New York for 10 days; c/o Hotel Roosevelt, Madison Ave. & 45th St., New York, N.Y. Itinerary: New York, St. Louis, Los Angeles, San Francisco, Honolulu.

J. D. N. Kibble, representing Harrisons & Grosfield (A.N.Z.), Ltd., 17-27 Newstead Ave., Newstead, Brisbane, Queensland, interested in import and export of **heavy chemicals, lumber, protein meal, textiles.** Oct. 2 via New York for 3 months; c/o Harrisons Grosfield of America, Inc., 230 Park Ave., New York, N.Y. Itinerary: New York, Cleveland, Seattle, Portland, San Francisco, Los Angeles.

Athol Hedges, representing Athol Hedges Pty., Ltd., 265 Melton Rd., Northgate, Brisbane, Queensland, interested in **motor transport vehicle body building industry;** agencies for transport vehicle accessories. Early in October via New York for 8 weeks; c/o Wayne Works, Inc., Export Division, Richmond, Indiana. Itinerary: New York, San Francisco, Detroit, Washington.

Denmark

Leif V. Schroder, representing Hudecentralen A.m.b.A., Industrisvinget, Glostrup, interested in general trade in **raw hides and skins,** and in establishing connections with producers of **edible gelatin.** Oct. 1 via New York for 4 weeks; c/o General Hide & Skin Corp., 11 Park Pl., New York 7, N.Y. Itinerary: New York, Boston, Chicago, Kansas City, others.

England

Robert Monroe, representing S. C. Chambers & Co., Ltd., and Monroe Bros., Ltd., 11 Old Hall St., Liverpool, 3, interested in **ship agents and brokers** and **ship sale and purchase brokers.** Oct. 1 via New York for 1 week; c/o New Weston Hotel, Madison Ave. at 50th St., New York, N.Y. Itinerary: New York.

France

Andre Kleniewski, representing Laboratoires d'Etudes et de Recherches des Emballages Metalliques, 47 rue de Monceau, Paris, 8eme, interested in utilization of **tin cans** and **aerosol cans** and possible purchase of **packaging equipment** and requesting technical information on tin cans for chemical and pharmaceutical products. Oct. 1 via New York for 1 month; c/o U.S. Department of Commerce Field Office, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Chicago, San Francisco.

Germany

Walter Rose, representing Moellenhoff & Kruse GmbH., 123 Bergstrasse, Hagen/Westf, interested in innovations in field of **telephone and telecommunication systems** and requesting technical information on application of Epox-E-Cast in construction of **electrical communications.** Oct. 7 via Los Angeles for 14 days; c/o Del Monte Plastics Corp., Export Department, Box 45341, Los Angeles 45, Calif. Itinerary: Los Angeles, New York, other large cities.

Haiti

Charité Louis, representing Usiné Charité Louis, Essential Oil, Petite Riviere de l'Artibonite (Lucas), interested in **lime oil** distilled, for export. Sept. 9 via New York for 6 weeks; Breton Hall Hotel, Broadway, New York, N.Y. Itinerary: New York, Montreal, Toronto, New York.

India

Chandrakant D. Gandhi, representing Gandhi Electric Industries Pvt., Ltd., 94 Medows St., Bombay 1, interested in purchase of equipment and arranging collaboration for manufacture of **power and distribution transformers.** Last week of September or first week of October via New York for 2 weeks; c/o Alliance Oil Corp., 9 Rockefeller Plaza, New York 20, N.Y. Itinerary: Buffalo, Chicago, Cleveland, Los Angeles, New York, St. Louis.

Indonesia

Huang Yu Ling, representing P. T. Indonesia Enamel Factory, Ltd., and P. T. Sedjati, Ltd., Djalan Pinangsia 14-16, Djakarta, interested in import of household articles and machinery for glassware, porcelain, enamel and plastic industries. Early in October via New York for 1 month; c/o Ferro Corp., 4150 E. 56th St., Cleveland 5, Ohio. Itinerary: New York, Washington, Chicago, and San Francisco.

Ireland

R. N. Crawford, representing McNeill Group (N.I.), Ltd., 109 Corporation St., Belfast, 1, interested in distributorship for **construction equipment** and **mechanical handling equipment.** Sept. 21 via New York for 3 weeks; c/o Belmont Plaza Hotel, Lexington Ave., New York, N.Y. Itinerary: New York, Washington, D.C., Chicago, Aurora, Battle Creek.

Yasuaki Hoshino, representing Survey Mission of Japanese Sewing Machine Parts Makers, c/1 Mail International Corp., Inc., No. 4, 3-chome, Higashidamachi, Naka-ku, Nagoya, interested in manufacture of **sewing machine parts** and requesting technical information on marketing and distribution of sewing machines and parts; and on U.S. **machine tools.** Oct. 2 via Boston for 18 days; c/o Pfaff Sewing Center, 301 N. Fresno St., Fresno

1, Calif. Itinerary: Boston, New York, Buffalo, Cincinnati, Chicago, San Francisco, Fresno, Los Angeles, Honolulu.

Setsuji Sakai, Director of Industrial Bureau, Hiroshima, interested in observing **merchandise mart** in Chicago as well as **supermarkets, discount houses, wholesale groceries** and **green grocers** in larger cities. Aug. 26 via San Francisco for 45 days; c/o U.S. Department of Commerce Field Office, Room 419, Customhouse, 555 Battery St., San Francisco 11, Calif. Itinerary: San Francisco, Los Angeles, New York, Chicago,, Seattle, Honolulu.

Netherlands

P. J. J. Smulders, representing Smulders' Drukkerijen, N.V., 176 Binckhorstlaan, The Hague, interested in **offset printing companies** and requesting technical information on technical and commercial orientation trip, which might result in agreement authorizing Smulders to print in the Netherlands under royalty. Oct. 1 via New York for 17 days; Barbizon Plaza Hotel, 106 Central Park South, New York, N.Y. Itinerary: New York, Oct. 1-4; and Oct. 14-17; Poughkeepsie, Oct. 5; Washington, D.C., Oct. 6-8; Dayton, Oct. 10-13.

Republic of South Africa

D. H. F. Harris, representing National Trading Co., Ltd., Johnnesburg, interested in receiving letters or proposals and catalogs from U.S. firms dealing in all types of **mining equipment,** particularly gold, uranium, and copper mining. Nov. 7 via Los Angeles for 2 days; c/o Bernard Harris & Co., Inc., 6043 Hollywood Blvd., Hollywood 28 Calif. Itinerary: Los Angeles, possible visits to firms with equipment of interest to his company.

Heinz Norbert Wallach, representing Domestic and Foreign Trade Pty., Ltd., 102 Mooi St., Johannesburg, interested in importing and distributing better class **foodstuffs** and **delicacies;** importing and distributing small **packaging machinery** and **devices.** Oct. 5 via New York for 2 weeks; E. Clemens Horst Co., 149 Broadway, New York 6, N.Y. Itinerary: New York, Boston, Philadelphia, Baltimore, Washington.

Venezuela

Szczepan Wozniak Rennek, Edificio Sokoa, Ave. Francisco de Miranda, Chacaito, Caracas, interested in **financial aid for new invention** (machinery) to be patented in Washington. Sept. 13 via New York for 2 months; c/o Daniel Rajzman, 210 W. 101 St., New York 25, N.Y. Itinerary: New York, Miami, Washington, D.C.

Landing craft requested for floating sisal plant

Bids have been invited by the Crown Agents in London for a landing craft to be used as a floating sisal factory based on Turks and Caicos Islands.

The vessel is to have a ramp type bow, about 50 ft. overall with an 18-ft. beam. The forward hold should be about 35 ft. long by about 16 ft. beam.

Six tons of processing machinery will be installed. A vessel without engines would also be considered.

Offers of new or preferably used equipment should be sent to W. H. Clay (EM3 Turks Islands 1112), Crown Agents, 4 Millbank, London, S.W. 1, England.

Nigerian Railway Corp. seeks rolling stock

The Nigerian Railway Corp. is interested in obtaining the following meter gauge rolling stock during the next 5 years:

Freight cars—2 good brake vans, 1962-63; 96 ballast cars, 150 box cars, 1963-64; 101 box cars, 90 lowsided gondolas with wooden floors, 1964-65; 59 lowsided gondolas with steel floors, 1965-66; and 24 cattle stock cars. 1966-67.

Passenger cars—3 dining cars, 6 air-conditioned inspection cars, 2 first class sleeping cars, 4 second class sleeping cars, and 2 third class canteen cars.

The cars are to be shipped in "knocked down" condition for assembly by Nigerian technicians and supervisors who would have to spend time with the designers and suppliers prior to shipment.

Firms interested in supplying this equipment, and providing training facilities and suitable credit conditions, may see a more detailed description in Room 4212, Transportation Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C.

Bids called for in UAR on metallurgical plant

The United Arab Republic is inviting bids until Oct. 29 for the supply and erection of a metallurgical plant for treatment of a lead-zinc ore deposit at Um Gheig Mine in the Eastern Desert section.

The Um Gheig Ore Deposit consists mainly of a mixed oxidized zinc/lead ore, the lead minerals being less oxidized than the zinc minerals. Oxidized zinc minerals in order of abundance are calamine, hydrozincite, and smithsonite. Oxidized lead minerals are cerussite, anglesite, and wolfenite. Gangue minerals include dolomite, ankerite, calcite, quartz, and gypsum.

The U.A.R. feels that the rotary reverberatory furnace process is the most suitable for treatment of the ore. The plant shall consist of 3 such furnaces to treat 75,000 tons of dry ore per year of 300 working days.

In addition, a power station, distilling plant, ore crusher, conveying equipment and necessary accessory equipment are needed.

Bids should be submitted to the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. Copies of the bidding specifications and tender documents are available on short loan from the Metalworking Equipment Division, BDSA, Room 4015, U.S. Department of Commerce, Washington 25, D.C., Telephone WOrth 7-2723.

Ammonium sulphate plant required in Taiwan

The Republic of China (Taiwan) is inviting bids until Oct. 16 on a complete ammonium sulphate plant, with 2 trains of crystallizer and centrifuge, to be used near Keelung Province.

The plant should consist of 2 parallel identical trains of crystallizer-centrifuge system, each of which is capable of independent operation. It shall be capable of producing at rated capacity, 450mt., of 21% N ammonium sulfate per 24 hours; crystallizer efficiency expressed as conversion of ammonium to ammonium sulfate shall be of at least 99.5%, for not less than 330 days in each calendar year.

Each train shall include the following equipment: crystallizer, vacuum equipment surface condensing type, mother liquid tank, slurry pump, liquid transfer pump, circulating pump, centrifuge feeder, and centrifuge.

Tenders should be sent to the Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei, Taiwan.

Copies of tender GFC-13688 (D), and specifications are available on short loan to U.S. firms from the General Industrial Equipment & Components Division, BDSA, Room 4128, U.S. Dept. of Commerce, Washington 25, D. C. (Telephone: WOrth 7-5589.)

Radio beacon transmitter bids called for by Sudan

The Republic of the Sudan, Ministry of Communications, Department of Posts and Telegraphs (Light Industrial Area, Khartoum South) is inviting bids for 2 dual installation beacon transmitters and specified accessories.

The transmitters are to operate in the frequency range 215-450 kc. with R.F. power output of 1,000 watts. Closing date for bids under tender notice P&T/STORES/15-6-3 (Contract 108), dated Sept. 6, is noon Oct. 23.

Interested firms may review the tender documents, specifications, and instructions in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

New Books and Reports

A Geography of Manufacturing. By E. Willard Miller. Prentice-Hall. Englewood Cliffs, N.J. August, 1962. 490 pp. $12.65.

A regional manufacturing analysis of the industrial structure and manufacturing regions of 21 leading industrial nations and a geographical study of 9 major industries, including iron and steel, machine tools, aluminum, motor vehicles, merchant shipbuilding, agricultural machinery, petroleum refining, portland cement and cotton textiles.

Emphasis is placed on shifting manufacturing patterns and the factors influencing them. The author avoids the heavily-statistical approach, preferring instead to present his own analysis of the complex patterns of world manufacturing.

Copies may be ordered from Prentice-Hall, Inc., Englewood Cliffs, N.J., for $12.65.

How to Boost Sales by Cracking Export Markets. Published by Prentice-Hall. Englewood Cliffs, N.J. 1962. 46pp.

An introductory booklet to guide the beginning exporter. The report spells out means through which a prospective exporter can boost his sales, and carries him through methods of organizing for export, financing export sales, how to ship his goods and how to cope with the various laws and regulations of international trade.

The booklet contains numerous references to publications dealing with the export field.

World Crisis in Oil. By Harvey O'Connor. Monthly Review Press. New York, 1962, 433 pp. $7.50.

An unflattering account of the growth of the international oil industry, with chief attention paid to the careers of Standard Oil, Royal Dutch Shell and the other 5 large international companies.

In the muckraking tradition, Mr. O'Connor reviews the record of what he calls the international oil cartel in each of the oil producing countries and concludes that the tide is running out on the era of control of the international oil market by a relative handful of huge corporations.

Mr. O'Connor feels that the rise of national petroleum companies in Latin America, and Asia, together with the menace of Soviet competition constitute too strong a force for "the cartel" to withstand in its present form.

Information Selection Systems Retrieving Replica Copies: A State-of-the-Art Report. By Thomas C. Bagg and Mary Elizabeth Stevens for the National Bureau of Standards. Washington. 172 pp. $1.25.

A survey of 15 specific information selection systems employing search-type selection principles. Microfilm aperture card systems and related devices used for address-location retrieval are also discussed briefly.

The authors conclude that many advantages of compressed data storage, integral indexing, mechanical selection and graphic facsimile-copy output can be achieved by using currently available technology. The principal remaining problems are felt to lie with the initial human analysis of document content, effective man-machine communication, and determination of realistic user requirements.

A 311-entry bibliography provides ample opportunity for further study.

Order National Bureau of Standards Technical Note 157 from the Superintendent of Documents, Government Printing Office, Washington 25, D.C. for $1.25.

Staff Papers of the International Monetary Fund: Vol. IX, No. 2. Washington, 1962. Single numbers, $2.50. Subscription, $6 per volume (3 numbers constitute a volume).

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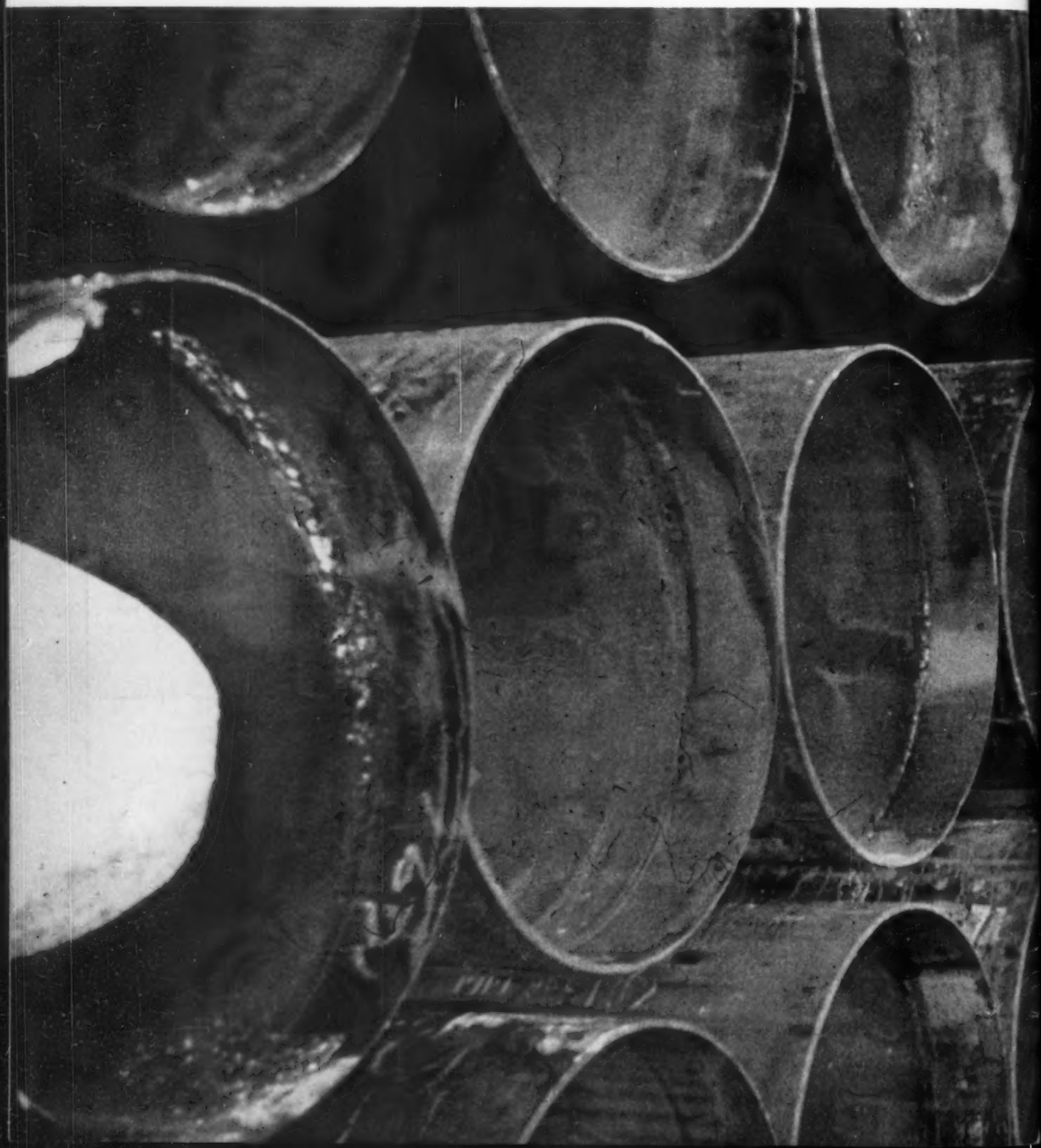
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